

# The Commercial Car Journal

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## A. E. A. to Help the Motor Truck Industry to Bigger Profits

Appropriate Nearly \$70,000 to Carry on the Work Started a Year Ago. Every Truck Dealer Should Take Advantage of This Opportunity to Increase His Departmental Profits

By A. V. COMINGS

**A**ROUSED to the tremendous possibility of service to the motor truck industry by the COMMERCIAL CAR JOURNAL'S recent survey of this "billion dollar industry," the five hundred members of the Automotive Equipment Association decided at their Colorado Springs Convention in late June to carry their merchandising campaign to the motor truck dealers of the country during the next twelve months.

The same methods that have built greater profits for passenger car dealers in their equipment departments and in their service stations will be brought to the truck dealer, and as a result it may well be predicted that truck dealers will be helped to greater profits, truck service stations will be helped to better their service to motor truck owners, and the entire commercial car industry will be benefited in a practical and profit-making manner.

The manufacturers and jobbers of automotive equipment and service station machinery voted an assessment of \$125 per member to carry on this work, and the whole-hearted enthusiasm with which this money was appropriated showed the intense earnestness with which the association views this great new development in its work. Nearly \$70,000 has been made available to carry on the campaign during the year.

The decision as to helping the motor truck industry came on the last day of the convention's sessions. S. D. Black, president of Black & Decker, a director of the association and chairman of its Foreign Trade Committee, brought to the attention of the members the possibility of serving the motor truck field along the same lines that it has served the passenger car industry. Securing the floor at the morning session, Mr. Black read over the figures on motor truck production, equipment and servicing prepared by the commercial survey department of COMMERCIAL CAR JOURNAL, and pointed out the urgent advisability of going into the motor truck field with a merchandising campaign during the coming months.

"We have already demonstrated what can be accomplished by organized effort along merchandising lines by the great progress we have made in helping the passenger car industry to better car equipment and better service station methods. It is just as important for us to carry this work into the motor truck field, for the commercial car has become a vital necessity to this country, and we should be just as much interested in its proper equipment and servicing, so that it may give to its owner a maximum of transportation efficiency.

"The figures I have just read to you from this survey give you a very comprehensive idea of the tremendous possibility for sales in the commercial car field, and I believe we may do a real service to this great industry as we have to the passenger car field, by bringing to the truck dealers the real help that we have already brought to those men who are merchandising passenger cars."

### What Has Been Accomplished

The merchandising movement in the passenger car field has long passed the experimental stage, in fact it passed that stage mighty soon after the work was started.

Manufacturers and jobbers, working in harmony all over the United States, have shown the passenger car dealer how to make more money than he ever made before by using better merchandising methods in his automotive equipment department and by properly equipping his service shops. They have taken the story to him by word of mouth and by the "Ask 'em to buy" film; tens of thousands of dealers, service men and automotive equipment dealers have attended hundreds of meetings.

Eager to test the practical application of the methods outlined, these dealers have applied the methods to their own establishments, and have been astounded at the increase in business that has come to them as by magic.

Sales have mounted to figures never before deemed



possible, and the installation of the right kind of equipment in their service shops—hitherto thought impossible because of the expense—has brought increased business. Dealers were enabled to handle jobs with shop costs so reduced that they made greater profits than ever, even though they charged the car owner less for the service performed than ever before.

#### The "Shop Profits" Film

The association has prepared a new moving picture film, entitled "Shop Profits," which will be used in showing the truck dealer and all others in this industry, ways to make his service station more productive and profitable. It is homely and close to the everyday in service station routine, and it makes the service station man realize in a concrete way the things he has done in the past that spelled failure and the things that are easily done that will PRODUCE real profits in the future.

#### How You Can Cash in

This film will be shown all over the United States during the next twelve months. Manufacturers and jobbers in every section of the country will arrange great meetings of the trade in every section. Everyone in the industry in each section will be notified when the meetings will be held. **All the truck dealer has to do to cash in on this better business campaign is to go to the meeting, see the film, hear the better business talks, and put the methods into operation in his own place of business.**

There will be some who go to these meetings who will say "Old stuff, it can't help me any." And there will be others, progressive, alive-to-the-minute motor truck merchandisers, who will see in this merchandising help, concrete suggestions for the betterment of their business. These latter will act on what they have learned in the meetings, and they will be doing business and making more money than they ever thought possible a year, two years, five years from now. While the fellow who said "Old stuff" will either be wondering why business is so rotten, or will have passed completely from the picture.

Passenger car dealers all over the United States have added to their profits through attending these meetings the past year and then putting into practice the various better business methods shown them. **It but remains for the motor truck dealer to duplicate the real successes already attained by the passenger car men, and it rests with the truck dealers alone, for they will be given every opportunity to see this new film and hear the business talks that will accompany it.**

#### Information for Truck Dealers

The merchandising department of the Automotive Equipment Association is under the management of Ray W. Sherman, and its office is at 1813 City Hall Square Building, Chicago. Mr. Sherman and his assistants in this work will speak at many of the meetings, and they will be kept informed of meeting dates, etc. Information as to places and dates may always be secured from Mr. Sherman's office.

### "Shop Profits," the New A. E. A. Film for Better Merchandising

The unprecedented success of the "Ask 'Em to Buy" film of the Automotive Equipment Association, has prompted the organization to release a new picture which is designed to show how the dealer's shop can make money through the application of proper methods of record-keeping and equipment selling. It covers many phases of shop operation in detail. The film was first shown at the recent convention of the A. E. A. at Colorado Springs.

A: Tom Crawford, the Hero of the Story, Who Has the Will But Not the Way to Make His Garage Business Pay.



B: Tom Finds the Way Through a Bookkeeper Friend, and With the New System, the Red Ink on the Balance Sheet Changes to Blue



C: One of the First Sensible Things Tom Did Was to Rearrange His Storeroom. From Then on Order Emerges From Chaos.



D: After Tom Started to Make Money He Invested in a New Building. Here is the All-Steel Stockroom That Profits Bought.



### Book on "Shop Profits"

As an auxiliary to the meetings and film the association has issued a book on "Shop Profits," written by Mr. Sherman, and this book is free for the asking to any motor truck dealer who wants it. It may be secured from any jobber who is a member of the association.

The book is based on the theory that the dealer in this business needs all the profits he can possibly make, and it is full of concrete helps that cannot fail to make more money for the truck dealer who reads it and puts the ideas into practice in his own shop. Ask your jobber for this book, and use it.

### The Dealer's Part

Some truck dealers, not acquainted with the details of this merchandising campaign, will look upon it as a selfish effort and pass it by.

There has never been a co-operative movement in the automotive industry that has helped every one connected with it as has this merchandising campaign of the Automotive Equipment Association. The manufacturer, spending his tens of thousands of

dollars in its promotion, and the jobber spending his thousands, both reap benefits, to be sure.

**BUT THEY DO NOT MAKE ONE CENT OF PROFIT FROM THIS CAMPAIGN UNTIL THE CAR AND TRUCK DEALER HAVE FIRST INCREASED THEIR OWN BUSINESS AND ADDED TO THEIR OWN PROFITS!**

And that's a pretty fine kind of co-operative profit-making plan that every truck dealer in the country can well afford to tie up with.

The motor truck dealer today needs all the profits he can make out of all departments of his business.

COMMERCIAL CAR JOURNAL'S advice to motor truck dealers is to attend these merchandising meetings, see this "Shop Profits," and "Ask 'em to buy" film, get the book on "Shop Profits," and then **MAKE MORE MONEY IN YOUR BUSINESS** by applying these methods as they should be applied to the merchandising of motor trucks, the servicing of motor trucks and the equipping of motor trucks.

**THERE ARE REAL PROFITS IN THIS FOR THE DEALER WHO WILL!**

## Motor Bus Session Creates the Most Interest at S. A. E. Convention



### Nearly 550 Attend White Sulphur Springs Summer Meeting



**W**ITH an attendance of 531 members and guests, the summer meeting of the S. A. E. at White Sulphur Springs can be recorded in the archives of the society as one of the most successful held thus far. The scenic beauty of the surrounding country side, the excellent service rendered by the Greenbrier Hotel and the recreation features of this wonderful spot, will linger a long while in the memory of those who attended this year's convention.

Undoubtedly a strong bid will be made for the same place for next year's meeting. Quite a few reservations were canceled at the last minute and because the attendance was somewhat less than expected, it is believed that the distance had some influence on the attendance. It is unfortunate that this ideal place for such a convention is not more centrally located, but this disadvantage is far outweighed by the many attractions which White Sulphur affords. In fact, many of those

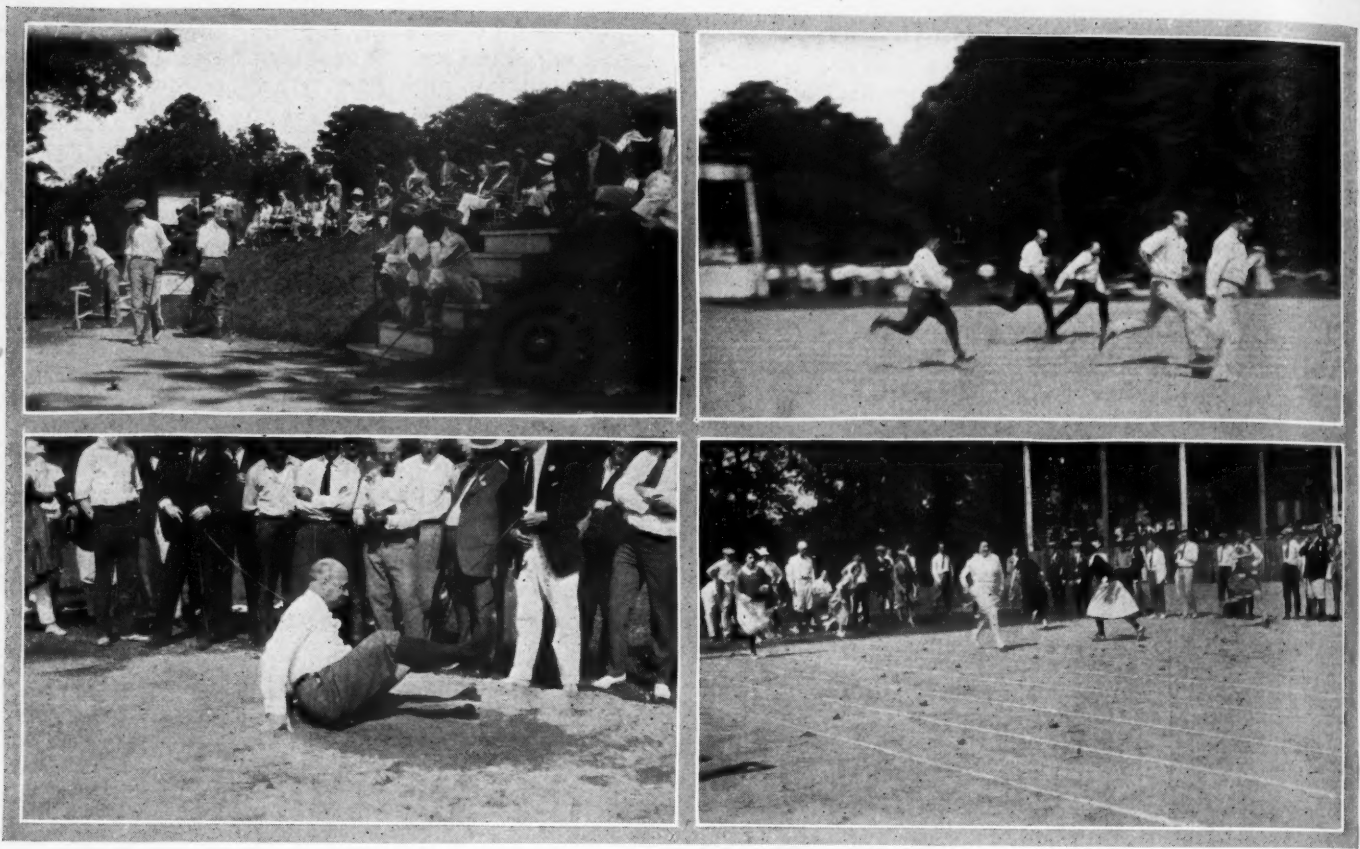
present expressed their approval of the place by stating that next year they would make arrangements to stay over for a few days or a week, simply "to rest up," after the convention, provided it was held at the same place.

Which simply goes to show that everyone had a good time. With the exception of a few showers, the weather throughout the week was ideal. The invigorating mountain air had a wonderfully bracing effect on some feverish brows the morn-

### Herbert W. Alden Nominated for President.

### Sports Program Vies With Technical Sessions





**Golf Was the Most Popular Sport Throughout the Week; the Fat Men Put Up a Fine Race; in the Broad Jump Some Contestants Did Not Figure on the Law of Gravity; the Ladies Went After Those Potatoes With Some Speed**

ing after, and especially after the Special Dinner on Thursday evening, when as someone expressed, the "lid was off." At this meeting some of the sections pulled stunts, the Metropolitan section staging a burlesque on the annual dinner of the society; the Detroit section staged a fake radio entertainment supposed to be broadcasted from Detroit. A phonograph screened from the audience proved to be the modus operandi. Many did not hesitate to give their opinion to the effect that the stunt was not up to "standard." The Cleveland boys who entertained after the luncheon and dinner hours with baritone solos and piano recitals, are to be congratulated for their splendid rendition of operatic selections.

The sports program was well arranged. With two golf courses, this sport proved to be the most popular of the week. The 18-hole course will long be remembered by some of those who lost ball after ball at the first tee. The creeks seemed to have an uncanny penchant for golf balls and the demand for balls came near exceeding the supply.

Tennis attracted a large number of entrants, while trap shooting (compositor, be careful) claimed a few participants. The intersectional baseball matches did not make the appeal as in former years. The Cleveland team won with a score of 10-8, taking the cup held by the Metropolitan section last year.

Many participated in the aquatic sports. Balloon relay races, a night shirt race, egg race, plate diving contest besides other stunts furnished lots of amusement for the crowd which lined the swimming pool.

Thursday afternoon was given over to field day events. The usual list of events were provided, and these sports brought forth a great number of participants. Points were allotted to all the contestants in all events throughout the week, so as to determine what section and what individual won the most. The Metropolitan section won the cup for the greatest score made throughout the week, with Cleveland second and Detroit third.

African golf also played an important role in the sporting events, but failure on the part of the Sports Committee to supply adequate means for checking up the total number of passes made, this record will have to be omitted. With this exception the committee in charge of the sports did a fine job. The social side of the convention was a huge success.

#### **The Professional Sessions**

The motor bus session proved to be the most interesting and attracted the greatest number of any of the five professional sessions, which included buses, research, passenger car, fuel and engines and aeronautics. More members attended the motor bus session than any other, which is surely an indication that the subject is becoming of greater interest to the industry and that the engineers are finding herein a field which requires considerable study.

At this session two papers were presented, the first by Col. Green, of the Fifth Ave. Coach Co., and the second by R. E. Plimpton. In presenting his paper, Col. Green set a precedent by outlining the high spots in such a manner that those who did not read it beforehand obtained

a very comprehensive idea of its contents. Green's paper takes into consideration the fundamentals rather than the details of bus design and contains a great deal of important information which is of value to the concerns contemplating entering the bus manufacturing field. In this issue we are publishing extracts from this paper. A short discussion followed.

One member asked for Green's opinion in regards to the overhang of the body, the construction of the wheel housing, clutch brakes and the desirability of straight frame construction. Green stated that body overhang is undesirable because it adds to the hazards of operation in traffic and makes for uncomfortable riding. Wheelhouses should give little interference with seating arrangements, he stated, provided the tread of the vehicle is wide enough and the housing is properly constructed. Green stated that the clutch brakes are unnecessary. The straight frame is employed on the single deck buses because this type is used principally for general utility purposes and is usually employed on rougher roads than the double deck, which is confined almost exclusively to boulevards.

The question of friction also was brought up. In this paper, Green made the statement that the friction in the sleeve valve type of engine employed in his buses was lower than that of poppet valve type. One member asked for an explanation of this, but Green was unable to account for the exact reason but gave the engineers figures which they could compare with such figures as they may have on poppet valve engines.



Discussion also took place regarding spark plug location. Although located at a point where the mixture is lean rather than rich, Green claims that the central location of the spark plug has worked out most satisfactorily.

The possibility of the steam bus came up for discussion. Green feels that the steam bus should be given intensive study. He frankly stated that the bus is such a new proposition that much development work is required in this field.

R. E. Plimpton, in his paper, "Fundamental Characteristics of Present Day Buses," outlined the various types of buses in general use, particularly the country or suburban bus. Steam and electric power are discussed and chassis units are considered in some detail. This paper also contains comments on fare collecting devices. Taxes and their effect on the bus opera-

tor are referred to, together with local legal operations. In some instance these taxes amount to one thousand dollars per vehicle. Heating, lighting and ventilation as well as other convenience factors are taken up in this paper. Time did not permit any discussion of this paper.

The service problem was ably handled by F. A. Bonham in his address, "The Automotive Engineer and Our Service Problems." He did not mince his words when he stated "that the average automobile engineer has been negligent in failing to modulate his design in such a way as to service the needs of the service man." He went on to explain that the engineer has failed to understand the intricate nature of the service problem and also the somewhat limited class of personnel with which it is necessary to deal in service work.

He advocated the reduction of costs in service; the replacement of units with simple tools; the lowest possible cost on fast wearing parts so as to invite replacement when necessary; the use of simple repair tools because of the fact that 60 per cent of the repair work is done in independent garages which cannot afford to carry a long stock of special tools; and last but not least, greater dependability. In regards to dependability, he stated that the engineer in designing motor cars "should work out a simple method of repair, bearing in mind the quality of labor available for the common run of service work, which would immediately reduce the service problem to its lowest terms."

Herbert W. Alden, of the Timken-Detroit Axle Co., was nominated for president, and H. M. Crane as first vice-president.

# Principles of Motor Bus Design and Operation

By G. A. GREEN, General Manager and Engineer Fifth Avenue Coach Company, New York City

THE questions that builders and intending operators are asking today are, What constitutes a bus? and

In what respects does a bus differ from other classes of automotive equipment? There seems to be a general agreement that a properly designed bus has special requirements; that it differs materially from equipment such as trucks and automobiles.

I have been requested to give the Fifth Avenue Coach Co.'s views on this subject. It is, of course, possible to deal with only the broader phases. No attempt will be made to discuss detail design, but merely to establish the principles on which it is thought such design should be based. We believe that with problems of this character, it is principles that really count, that once having clearly established them, the rest is comparatively easy. Actually, there is no real mystery in motorbus design. It is purely an engineering problem and there is available ample engineering talent to afford its solution, but the principles must first be established.

In the preparation of this paper the underlying thought has been to treat the subject in an impersonal manner.

## The Unwisdom of Overloading

We believe this question is of paramount importance, not only to the automotive industry but to all who are contemplating bus operation in any form. Our policy is predicated on a seat for every passenger. At the inception of our business this was our slogan. We have never departed from it and we never expect to do so. We are convinced that this policy has been, perhaps more than anything else, a factor in the building up of our enterprise.

It is, of course, possible to carry a certain percentage of standees in a vehicle, the spring-suspension of which has been correctly designed to carry properly a

seated load. In our judgment, however, this figure should not exceed 30 per cent. But even this is unsatisfactory, for once standees are permitted, their limitation is most difficult.

Obviously, the problems requiring solution from the standpoint of spring-suspension are much less numerous with vehicles operating on rails than is the case with rubber-tired equipment running over roads. With the former, overloading has no immediate serious consequences—at least from the standpoint of the rolling stock. The spring-suspension with a bus must of necessity be a compromise between minimum and maximum loads. If the range is too wide, bad riding conditions must obtain during by far the greater percentage of the total time, for the packed loads will, generally speaking, occur only during the rush periods. This means that 90 per cent of the time there will be a state of discomfort. This will have an extremely bad effect on both the vehicle and its occupants. Another vital point to consider is that a bus is not kept in a comparatively straight and rigid course by steel rails. The advantageous flexibility of a bus in steering its course at will has its disadvantages if standees are permitted, for the shifting of the weight of the standees when the bus swerves tends to make it unsafe, throwing the passengers about inside the vehicle and rendering the operator liable to heavy damage and accident suits.

We are unqualifiedly behind any movement that will aid the bus to come into and remain in the field that is peculiarly its own. We are positive that the short road is the seated load and if builders will bear this in mind from the standpoint of design and warranty, the automotive industry will assuredly find ample repayment.

We earnestly hope that the automotive

industry will read the writing that is so plain to see and that it will profit by what has occurred with the street railways, in regard to the matter of overloading. For it must be remembered that the bus has its limitations and that it is not the cure-all for every ill that transportation is heir to.

## The Matter of Fares

Strictly speaking, there is no actual relationship between the design of a bus and the fares charged to passengers. Obviously, however, the better the design, the lower will be the operating cost. Naturally, this will make for lower fares. We believe that in the present state of the art no real success can be attained with less than a 10-cent fare. We are, of course, assuming operation based on seated loads and ample service during both the light and the heavy hours. But with character service, properly designed and maintained equipment, the people are quite willing to pay a 10-cent fare. There is ample evidence of this in New York City, Detroit, Chicago, Toronto, and other cities.

The necessity for a 10-cent fare does not rest with only the bus. Many electric railways need a 10-cent fare in order to be put on a paying basis. The last available tabulation shows that 140 electric railways in the United States are receiving a 10-cent fare, and that over 95 per cent of the electric railways in the cities of the United States have received varying increases in fare during the last few years. Some cities have a first fare of only 6 or 7 cents, but to this must be added a charge for transfers. Many cities have been placed on the zone system that works out in some cases as high as 3½ cents per mile. Even with an increased fare, the last available figures show that about 10 per cent of the electric railways in the United States are in the hands of receivers.



It is not the purpose of this paper to enter into a lengthy discussion of operating costs, for unless this matter is treated in considerable detail, accurate deductions are almost impossible. Obviously, a correct comparison of operating expenditures can be made only on the assumption that similar detail classifications are employed in conjunction with a similar accounting system. Here the difficulties begin, for as yet few companies operating buses use the same accounting methods.

No doubt there are many who, while not desirous of making a minute survey of details of operating costs, would be interested in knowing something about this rather complicated matter other than mere expressions of opinion. For this reason there is shown in Table 1 not the customary detail cost statement, but what might be described as an income analysis. Actually it represents a distribution of the dime as received from each of those who rode on our buses during the year 1921.

Table 1—Distribution of Each Fare Received

	Cents
Total Operating Expenses .....	6.77
Total Taxes .....	0.86
Reserved for Injury and Damage	
Claims .....	0.08
Reserved for Depreciation .....	0.60
Interest on Capital Investment....	0.55
Net Income .....	1.44
Total .....	10.00

From these figures it is abundantly clear that we should have made a very bad showing with a fare of less than 10 cents. Here is emphasized very clearly the fact that the success or failure from the standpoint of an undertaking such as our own depends absolutely on the addition or subtraction of what at first sight appear to be insignificant amounts. To emphasize this point, during 1921 we carried a total of 52,216,946 passengers, so the net income from this source at 1.44 cents per passenger works out at \$751,924.02. To permit of a comparison being made between the conditions confronting us and those faced by others, it should be noted that we operate a total of 25 miles of one-way route, that our longest run is 10.2 miles and our average haul 5.0 miles.

#### The Bus and Its Service Requirements

Before discussing the bus from a design standpoint, something may be gained by outlining the character of service that must be expected, for it is here that the average engineer underestimates the difficulties to be encountered. First, let us consider the cumulative result of a year's performance of the physical limitations that are primarily responsible for wear-and-tear. For the sake of argument it may be assumed that these data are applicable to any bus operated by any public utility. The figures are presented in Table 2.

Table 2—Data on Bus Operation in New York City

Yearly Mileage .....	30,000 to 60,000
Stops and Starts .....	180,000 to 360,000
Change-Speed Applications .....	360,000 to 720,000

Clutch Applications ... 360,000 to 720,000  
Different Drivers ..... 1,460 to 2,920  
Brake Applications .... 200,000 to 400,000

Assuming the same general plan of upkeep as employed by the Fifth Avenue Coach Co., each bus would be thoroughly inspected after every 2000 miles of operation and rebuilt and repainted yearly. A vehicle would be expected to require no incidental repairs between inspectional periods and no major repairs between either inspections or yearly overhauls. The inspectional periods would occur approximately every 14 days. The maximum inspectional allowance is 8 hr. The allowance for yearly overhaul is 7 days. Roughly, it may be said that under these conditions, each bus is scheduled for service 342 days out of 365.

The statistics noted as to mileage, stops and starts, and the like, speak for themselves. Those who have never had control of a public utility operating buses cannot possibly picture the sum total of the abuse the average bus must suffer. More than anything else, frequent changes in drivers result in increased service difficulties. It may be safely said that if one could with a bus have the same driver daily at least 50 per cent of the service troubles would disappear. This however, is quite impractical, since the loss in earnings would many times offset the decreased service cost. Even with an operation of moderate size, the bus must of necessity lose its identity. It becomes merely a transportation unit. There must be changes in drivers daily, many of whom will feel scarcely any pride of ownership. All they are concerned with is being on schedule time. This means that the bus will be subject to extraordinary abuse. The mechanisms of the bus must be capable of treatment of the most brutal nature; otherwise constant failures will occur.

Before one can proceed very far from a design standpoint, there must be some fairly clear conception of the vehicle life that is to be expected. In this connection it is necessary to lay stress on the fact

that motorbus design is still in its initial stages. Five to 7 years is about the maximum life of the most modern type. It is not a matter of wear-and-tear, for a vehicle may be so well cared for that there is no limit to its life. Obsolescence is the real issue. The ideal conception is to carry out the design so that the various units which when assembled comprise the complete structure, have as nearly as possible an equal life.

#### Controlling Design Factors

In its broadest sense we believe the controlling design factors from the standpoint of the motorbus, in the order of their importance, are

- (1) Safety
- (2) Comfort and convenience of the public
- (3) Minimum operating cost

\* \* \*

The design of a motorbus from a safety standpoint includes certain basic features which must be incorporated in the general constructional plan. There are also other detail features which must be included. The latter are dictated by human considerations. Reference is now being made to providing the driver with reasonable comfort and convenience so that no undue hardship will be inflicted upon him as a result of the performance of his duties. First, let us consider the former. These are

- (1) Low center of gravity
- (2) Wide frame, track and spring centers and general dimensions
- (3) Effective brakes
- (4) Short turning-radius

#### Lower Center of Gravity

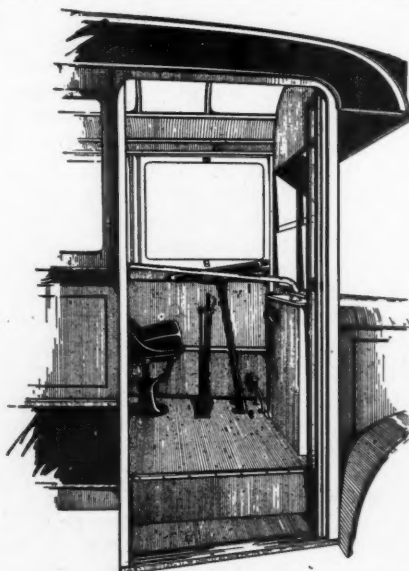
Beyond doubt, the future bus will be low hung. The inherent danger in connection with any other form of construction is the possibility of overturning. Under conditions of proper operation, the hazard may be non-existent, but we have always before us the possibility of human failure. Actually the danger is much more real than apparent. The controlling element governing overturning is centrifugal force. Vehicles seldom if ever overturn as a result of high speed and sudden impacts or brake applications. Overturns are mostly invariably due to a combination of speed and turning-radius. The only reliable guarantee against this class of accident is a low center of gravity.

\* \* \*

With the single-deck vehicle, the higher speed is a factor that must be fully taken into account. Entirely apart from the matter of safety, a low-hung vehicle has a more graceful appearance. There is less time lost in boarding and alighting, there are fewer boarding and alighting accidents, and the schedule speed can be faster. Lastly, assuming proper design, a low center of gravity results in improved riding properties.

We have found that a safe and practical height of the frame from the ground for a single-deck bus is 25 in. and for double deck bus, 18 in. The center of gravity of our type-L double-deck vehicles, with a

(Continued on page 64)



The Flat Floor is Essential

It reduces the accident hazard, repair costs and increases structural strength



# What Are You Doing About the Profitable Fields of Tomorrow?

**T**HESE illustrations, snapped by one of our editorial representatives on one of his most recent trips, show the resumption of activities and expansion in various industrials in different sections of the country. The revival seems to be universal, extending from coast to coast. With the return of business and extension of power and telephone lines there will be a demand greater than ever for trucks of all capacities in the next few years.

The big idea in getting some of this business is to get in on the ground floor and cultivate these lucrative outlets now. Now is the time. Waiting until the up-grade pull in business is under full way is too late. Start your solicitations now and prepare the way to the near future when new and additional equipment becomes a necessity. Build a stepping-stone. *Get the idea?*



A Detroit Telephone Truck Equipped With Power Windlass for Hauling Cable Through Underground Conduits



Above: A Fully Equipped Lineman's Truck Used by the Columbus Railway Light and Power Company. Below: A Street Car Line Repair Truck Used by the Detroit Street Car Lines



Above: Hauling Poles for the Transmission Lines. Left: Lowering a Cable Drum From a Telephone Company Truck in Detroit With Hand Windlass. Below: A Bell Telephone Company Truck in Alabama, With Power Windlass Equipped





# Why Not Motor Truck Repairs on The Flat Rate Basis?

Fundamentally the Repairing of Motor Trucks is No Different From That of Passenger Cars. Is There Any Logical Reason Why the Industry Should Not Adopt This System?

*It Will Produce Satisfied Customers. This Article Tells Why*

By C. P. SHATTUCK\*

**I**T is frequently asserted by those in the truck industry, that its service as a whole is on a higher plane than that rendered by the passenger car field. The service experts know that the truck owner demands a better and more dependable service, because a truck is a business investment and any idle time is costly. It is also a fact that while the same business man will tolerate delays in passenger car service, he will not with his truck for with the latter it is a matter of cold dollars and cents.

## Is It More Satisfactory?

Is the truck service really so superior to the passenger car? Generally speaking it is, if 24 hour service is the basis of comparison, but if we eliminate this factor and consider the two most important factors, namely, **satisfied owners and costs**, is the truck service as good or better than the service being rendered today in the passenger car field?

The factors, satisfied owners and costs, are inseparable. To render service that will produce satisfied owners, at a satisfactory price are the problems confronting the truck industry today. The manufacturer is vitally interested for his production is predicated upon sales, and without satisfied owners stability in sales will not be obtained. In other words, we have: Efficient Equipment times Right Prices times Satisfied Owners equals Sales. Without efficient equipment and tools, which reduce time and increase production, right prices cannot be given unless the service station is operated at a decided loss. The owner will not be satisfied if either the work is delayed or he considers the costs too high. Sales will not follow **without both of these factors functioning**.

We all are aware that one of the greatest handicaps under which service labors today is to convince the owner that the bill rendered represents 100 cents on the dollar value. It is true that some dealers enjoy the

confidence of their customers; that bills rendered are accepted at face value, and paid cheerfully, but such cases are in the minority. The average owner, either directly or indirectly, is not satisfied with service **not because the work is not properly performed, but because he believes the costs are too high**. If he does not vociferously announce his opinion, he will at least harbor the thought that "the bill is too high," which in the last analysis builds sales resistance.

Now why isn't the owner satisfied when the statement arrives on the first of the month from the service station? Let us take an average case. When Mr. Brown bought his truck the salesman talked optimistically of low maintenance costs and the wonderful service. A great many salesmen in their enthusiasm indirectly misinform the prospect as many service managers can attest. Eventually repairs are required. Also let it be assumed that the owner is that type who pays no attention to inspection reports and comes to the service station only when dire necessity compels him.

## Boy! Page the Claim Adjuster!

Consider the work carefully and skillfully performed. What does the owner



This Man Didn't Know What to Expect

consider first and last? Is it the now correctly functioning unit? If it was an engine overhaul does he declare, "How sweet that engine runs?" Does the driver go into spasms of delight over the pep? Not so. The owner **LOOKS AT THE TOTAL OF THE BILL**. He is "shocked, surprised, dismayed, etc. Why, he had no idea that he would have such an enormous bill." And his driver will yes, yes, him and suggest that the next time he would take the work to a friend of his who runs an independent shop with no fancy trimmings.

Next Mr. Owner calls up the service manager. Is the bill correct? Of course it is. The service manager explains the whys and wherefores. Perhaps he may intimate what "failure of heeding advice" results in, but the owner can see but one thing, **the total of the bill**, and not obtaining a reduction writes the dealer that the bill is "excessive, unreasonable, etc." Mr. Dealer makes an investigation, finds the charges correct, but the customer still maintains the bill is too big. The owner, to gain his point, may intimate that his next truck will be a different brand. And if the dealer is a weak sister he will make a policy adjustment. Result, loss of time for service manager, dealer, clerks, etc., and friction all around, also another deficit charged to service. An old, old, old story!

## What is the Remedy?

Getting right down to the final analysis we find that the owner is not dissatisfied with the work, but because the bill is larger than he thought it would or should be. Poor work is an exception. The service, mechanically, is pretty good today in the truck field and if you think it is not, compare it with that rendered in other industries which are some years older than the automotive industry. It is the sum total of the charges, unknown, if you please, that registers.

What is the remedy? Simple enough. Advise the owner in **ADVANCE—EXACTLY WHAT THE PARTS AND LABOR CHARGES WILL BE AND WHEN THE JOB WILL BE DELIVERED**. Such a method can be called the "estimate in advance," "given" or "flat rate," but irrespective of the term employed, the system is the best yet devised to prevent "kicks" and all disputes

\*Editor's Note.—This is the first of a series of articles by Mr. Shattuck dealing with the flat rate system in truck service. He has been conducting an investigation of the system in the passenger car industry, and in later articles will discuss the method and outline how it can be utilized in the small and the large motor truck service station or repair shop.



over charges. The "price in advance and time of delivery" method is being adopted very rapidly among passenger car dealers and in the matter of satisfied owners the passenger car industry is several jumps ahead of the truck industry.

#### The Pros and Cons of Known Prices

Before you say the system is not practical, Mr. Reader, with the small shop or service station, consider that this is the argument that was employed by a number of service men in the passenger car industry when the system got into its swing. These objectors claimed that it was all right for big shops with a large force of mechanics and handling many jobs, but it would never, never do for the small shop because how could the latter afford to keep the clerical force needed to secure and maintain the costs of the system? Why, it would mean charging the customer more overhead. And then they dragged in that argument of penalizing the careful owner for the shortcomings of the careless man.

These arguments were brought up in the factory service managers' conventions, and at local service association meets and the best answer to them all is that those who argued the loudest, hardest and longest against the system are today the greatest boosters for it. Why? Because they made an unbiased investigation, tried it and found it intensely practical.

#### Not the Ultimate System

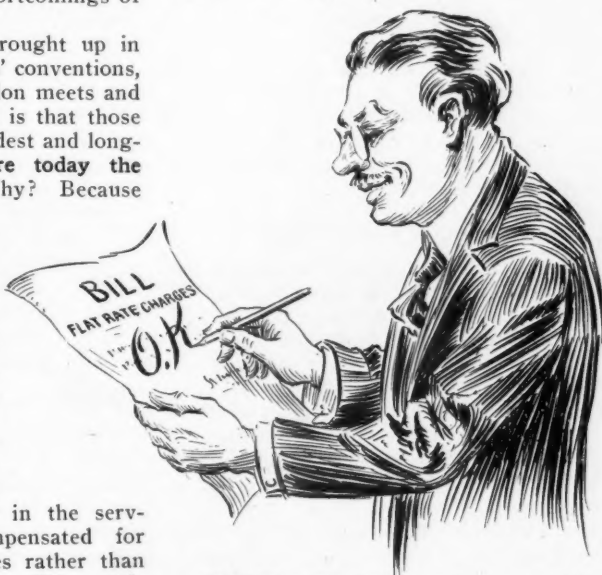
The writer is on record as stating that it is the best yet devised. It may not be the ultimate service system as eventually service will be on a production basis or some system whereby the skilled and efficient mechanic, the real worker in the service station, will be compensated for what he really accomplishes rather than on an hour or wage basis. When this condition obtains, costs to the owner will not only be materially reduced, but the labor problem will cease to be a problem for there will be an incentive for the young man to fit himself for the service field. Progress in the so-called piece-work is being made today in the passenger car industry.

The greatest advantage of the flat rate system is that the driver or owner knows exactly what the work will cost and when it will be delivered. Inasmuch as the system involves operations, based on a definite time, the work is planned or routed through the shop, enabling the foreman to know when the work will be completed. So when the owner receives his bill he cannot be "surprised, dismayed, shocked, etc.," because he knew the price. He has affixed his signature to an order. There is no argument, either with the service head or dealer organization, no waste in "policy adjustments." The only kick the customer can make is because of unsatisfactory work. That could be his only come-back.

#### Builds Not; Tears Down

My observations of the flat rate system in the passenger car field obliges me to

arrive at the conclusion that it has been adopted largely because of the influence of satisfied owners on new sales. One of the most active builders of sales resistance is that type of owner who arrives at his own figures for repairs, and when he gets the bill, either kicks loud and long or mulls over it. He pays, of course, but with the firm conviction that he has been shaken down. Unless he can be sold on the fact that he has been given a square deal he will next try the independent shop. Also he is prone to airing his alleged grievances to his friends and acquaintances. And while he is knocking he takes a few hard wallops at the brand of car. He builds sales resistance for the car among new prospects. Listen to any group of owners discussing their maintenance and repair bills. The satisfied owner is a booster for his car or truck. The other type—well, he tears down in a few minutes more than a good organization can build in months.



This Man Was Prepared for the Bill

Service, repairing, call it what you will, is nothing more than merchandising a necessary commodity. The basis of all selling is a quality product plus a reasonable price. There is no logical reason why the owner of a truck should be in-

formed of a lengthy list of needed work and not be informed in advance what it will cost and when it will be ready, at least in the majority of the operations involved in service. There are some repairs where the final price cannot be given until the unit is disassembled and the nature of the fault determined but with the bulk of the operations, or repairs, the price can be given in advance.

#### Sales Predicated on Service Costs

Service in the truck field will, eventually, be highly competitive. The dealer with a modern service station, equipped with time and labor saving tools, machines and devices which reduce the time and cost of an operation, will be able to sell motor highway transportation at a less cost per ton mile, etc., than the dealer who services on the material and time basis. The prospect for the truck in the future, new or old, will buy on ultimate costs, and known costs. The pendulum in the industry is swinging towards a real basis for computing costs on parts and labor. The dealer's salesman will sell on costs and included in his cost quotations will be SERVICE COSTS. The buyer in the small town will be as keenly interested to know whether the Green truck service costs are less than the Brown, as the purchaser in New York. The salesman who can prove to the prospect the lowest service costs over a given period and miles, will get the signature to the contract. And the manufacturer, engineer or designer must necessarily take cognizance of the influence of service costs on sales.

#### Final Analysis is SALES

Transportation costs must eventually come down and to make possible cheaper haulage the service costs must be reduced if the manufacturer expects to build and the dealer to sell. Just as the manufacturer seeks to lower the price of his product by efficient production methods, so must the dealer lower his service costs. It can be accomplished by the "flat rate" or "given price system," for involving as it does time operations plus efficient equipment and workmen, it speeds up production, builds for satisfied owners and makes sales.

## Do You Know How to Plan a Flat Rate System in Your Shop?

The second installment of the article on this subject by Mr. Shattuck will appear in our next issue. It will tell how to lay out the system; how to secure time records for getting at the rate; how records are kept; how the overhead is charged in, etc. Every service man and dealer should read this article, whether he expects to adopt the plan or not. It will at least give him pointers which will save money for him.



# Looking at It From the Owner's Viewpoint

**The Question is Whether It is Policy to Trade in Trucks Frequently to Avoid Repair Expenses or Should the Owner be Impressed With the Necessity of Figuring Upon a Stated Sum Per Mile for Maintenance Charges**

By STANLEY S. SHERRIFF, Superintendent of Maintenance Armour & Company, Chicago

**M**ANY motor companies are building up their present sales volume by encouraging the owner to trade-in his present vehicle for a new one. In other words, replacement business is the order of the day with many factories and dealers. On the other hand, a few manufacturers are recommending that their trucks be continuously maintained and repaired so that the maximum life of the truck is realized.

The writer appreciates that keen competition is encouraging the tendency to trade-in trucks before they have outlived their natural period of usefulness. Being anxious to sell wherever possible, the dealer will continuously impress upon the truck owner the advisability of trading in his present vehicle for a new one, rather than have that truck overhauled and placed in good mechanical condition. The result of this policy has been responsible for conditions of which the industry is well aware.

## Prevalent Evils in Salesmanship

Undoubtedly fewer second-hand trucks would today occupy space in the dealer's establishment if the former owners of those trucks had been sold upon the necessity of a maintenance budget and also on the fact that proper care of the vehicle should commence as soon as the vehicle is placed in service. Many owners are advised by the truck salesman that the new truck will not require attention for some time, with the result that the owner becomes careless and pays little attention to the truck during its early life. Furthermore, the owner has not been impressed with the fact that the truck requires maintenance the same as any other property.

The life of the truck should be discussed with the owner. When a truck is purchased, the buyer should be convinced that the truck is a well-built product which should give continuous service for at least six years, and, barring accident, that truck should not need replacement within that time.

From long experience the writer has found that the actual repair charges which should be allowed for a truck of, say two

tons is 3 cents a mile. This figure is the result of a careful check-up on a fleet of 2000 trucks employed by Armour & Co., and were it not for the installations of one or two trucks in far-removed cities, this average could be considerably reduced. He would consider this figure a safe one for any truck manufacturer to base his calculations upon.

## Advantage of Cost Knowledge

The advantages of predetermining the repair cost figure, or in other words, calculating the cost on a mileage basis will be seen from the following example:

Suppose the owner buys a 2 ton truck and pays approximately \$3000 for it. He operates it two or three years and then trades it in for a new truck, receiving an allowance of \$800 for the old truck and paying \$2200 cash for the new one. This means he pays nearly \$800 a year for repairs alone, as he has traded to avoid repair expenses. Under average operating conditions no truck would cost that much for maintenance in a year.

Contrast this with the 3 cents per mile repair charge cost which the owner would set aside for this purpose. Suppose the owner ran the truck 30,000 miles, at which mileage it would be entitled to \$900 for repairs. If the truck could be put in good mechanical shape for less, his investment would be paying him above the expectations of the manufacturer, and instead of

being an expense it would prove economical for the owner to keep it in repair by watching his operation costs. This, I believe, would encourage him to wear out his truck in a reasonable period of time, say eight years, or perhaps even longer.

This would benefit the owner to this extent, that he would realize the saving of the difference between the allowance for repair charges, amounting to \$900 and \$2200 cash for a new truck. He would save \$1300 every three years, minus about \$300 for depreciation, or \$1,000. In nine years this would amount to \$3,000, or the purchase price of a new truck, besides the interest on his money.

## Motor Transportation is an Investment

The old trucks would go to the scrap pile just like old boilers and stoves. The money which the manufacturers would otherwise have tied up in second-hand trucks could be used to experiment with, and perfect and promote his service. The result would eliminate a great deal of the distrust between the sales departments and the owners, as well as reduce the number of the service departments which have been questionable, as no dealer could afford to have his product cost more to operate than a competitor. Also future sales would be on a performance plus sales talk, and the owner would come to look upon his motor transportation as a real investment.



**To Coerce the Merry-Makers of the Annual Outing of the Philadelphia Motor Truck Association to Ensemble for the Above Sitting Required the Tact of an Expert Photographer**

The participants numbering approximately 150 indulged joyfully in various forms of sport on the cool picnic grounds of the Old Mohican Club on the Delaware. Topped off with a dinner in the club house interspersed with musical selections by the band, the outing proved a complete success.





# EDITORIALS



## Promises Must be Specific

**T**OO often the dealer is placed in a serious predicament because someone in the organization has made a promise which he cannot fulfill. Perhaps the salesman, when closing a deal, especially with a new truck owner, has unintentionally stated that the truck will be kept in good shape for the owner for the next nine months. In other words all the owner has to do when something goes wrong is to send the truck around to the service station and it will be fixed up. In a word, the owner is given the impression that the dealer is a good sort of fellow who doesn't mind spending his money freely.

With the exception of replacing broken parts, or, in other words, living up to the factory guarantee, the dealer should specifically state what the limit is in connection with tuning up and the making of minor adjustments. A great deal of time is wasted in many service departments doing work which is not profitable, but which must be done gratis to keep the goodwill of the customer.

Promises made in connection with repair jobs should be treated seriously. In many cases the service station manager will promise a job at a given time, knowing full well that the job cannot be turned out on time. The usual excuses are given, but the impression left with the owner is very bad. The shop that is ready to deliver the job on the minute promised cannot help but make a reputation for itself. In this respect the flat rate system will do much to produce promptness, because, unless the work is efficiently scheduled, the flat rate system will not accomplish the results desired.

## The Price the Dealer Pays

**I**T is not always the manufacturer who is guilty of charging exorbitant prices for parts. In the truck field particularly there has been a decided improvement in the parts situation and the manufacturers are doing everything possible to improve conditions for the user. Many instances have been investigated recently by one of the industry's leading associations, where the complaint was made that the charge for parts was exorbitant, and it was found that in practically every case the dealer had charged in excess and in a few instances more than double the list price stipulated by the factory.

In most of these instances the parts came direct from the factory on order especially for the user

who complained, leaving absolutely no reason for the dealer to complain that he must have a larger profit to cover his overhead. It is a well known fact that some factories are dropping dealers because they will not stand for the abuse of the owner in this manner.

The dealer must, of course, be expected to make a profit on selling parts, but under no circumstances should the parts department be expected to pay the overhead of the rest of the dealer's establishment. Parts should be sold at the lowest possible cost. The price the dealer pays is not the price he actually pays for the parts and the profit he realizes from the sale thereof, but the price he pays in lost customers—in other words, the loss of the repeat order in the truck sales department.

## What the Railroads Should Do

**R**AILROAD officials declare that the recent reduction in freight rates ordered by the Interstate Commerce Commission spells failure for many of the short haul roads of the country. It is asserted also, that some of them would have had to discontinue operations even though no cut in rates had been ordered. This conclusively proves that high rates alone in connection with short haul roads would not help the railroads, because even if the rates were materially increased, the volume of freight carried would be less because shippers would naturally turn to the cheaper medium—the motor truck.

The motor truck is the logical short haul medium. A few years ago the railroads were anxious to get rid of the short haul freight and voiced no objection to the motor truck handling this business. Have the railroads forgotten the embargoes which were ordered during that time? Long hauls by motor truck were not uncommon during those days—but only the over-enthusiastic, or the uninformed individual, saw visions of the motor truck competing with the railroads on long hauls. That business belongs to the railroads.

But for the short haul the motor truck has become indispensable. What the railroads should do is to co-ordinate their efforts in such a way that the result will be of greatest benefit to the consuming public. The shipper and the man who pays the freight charges are the ones who are most affected. Every business man knows that the transportation charges on either the raw material or the finished



thing he has undertaken and whose great experience in conducting the largest manufacturing operations will insure the success of our undertakings."

In the organization of the corporation complete title to the plants and all assets of the constituent companies are owned in fee simple by the central corporation. The financing of the merger is most conservative. None of the securities offered are for plant betterment, as all the plants are in first class operating condition now.

One of the most important innovations introduced in the automobile field by Associated Motor Industries is a \$35,000,000 fund set aside for financing its dealers. This fund will be increased in following years, if necessary. In fact the bankers' syndicate interested in the plan has let it be known that they will authorize the use of up to \$100,000,000 for this purpose at any time it is called for under the specified conditions.

By the dealers' financing plan 90 per cent. of the dealers' liquid working capital will be provided. Roland A. Crandall & Company, Investment Bankers, of Chicago, have worked out the details as a result of many years' experience in financing sales. The plan makes the dealer an integral part of the corporation, carries his financial burden for him and furnished the most effective aid to his sales efforts.

All operations of Associated Motor Industries will be directed by Mr. Ohmer from the central offices in Dayton. The plants in the different states are being equipped with radio for instantaneous communication at all times with the main office. No other business organization has ever made such an extensive use of radio.

Louis Ruthenburg, president, in general charge of production, resigned from General Motors to join Associated Motor Industries. He was manager of the Delco plant of General Motors and manager also of the manufacturing division of the General Motors Research Corporation.

### R. W. Walker Purchases Ward LaFrance

The Ward LaFrance Truck Corp., Elmira, N. Y., which was placed in an equity receivership some months ago, has been sold by the receivers. The property was purchased by R. W. Walker, president of Walker Motors, Inc., New York City.

The Elmira plant is to be removed to New York where this line of trucks will be manufactured particularly for the New York market.

The truck will be known as the "Walker-LaFrance." It is understood that no radical changes will be made in design or construction, and that the truck will be made very much along the lines of the Ward LaFrance.

A. Ward LaFrance, formerly president of the Ward LaFrance Truck Corp., will be associated with Mr. Walker, and in charge of production. It is stated that the purchase in no way has any connection with the American LaFrance Fire Engine Co., of Elmira, manufacturers of fire apparatus.

### Torbensen States Parts Service Policy

The following statement of policy in reference to the establishment of parts service stations in various parts of the country by the Torbensen Axle Co. has just been given out:

"Our reason for establishing these parts stations has been:

"First—To lessen the time in which it takes to get a genuine Torbensen replacement part when a truck is down waiting for Torbensen parts.

"Second—To make genuine Torbensen parts so readily attainable that users will not have any excuse for using pirate parts.

"Third—To have a complete line of Torbensen parts in each territory, which are readily accessible to dealers handling trucks Torbensen equipped, so that they can assure their users of immediate service on replacement parts without the necessity of investing thousands of dollars in repair parts stock.

"Fourth—Maintain our list price and thus prevent excessive charges for repair parts, which has been one of the serious troubles in keeping the truck owner sold.

"At the present time we have closed up quite a few representatives throughout the country and hope to have the complete territory covered within the next three or four months. When our entire list of distributors has been closed we will have in the neighborhood 20 or 25 main distributing stations and 100 sub-stations."

### Stephenson Heads Indiana Truck Corporation

J. W. Stephenson, recently executive vice-president and general manager of the Indiana Truck Corp., Marion, Ind., has been elected to the presidency of that company by the board of directors. He takes the position left vacant by the death of Charles G. Barley, founder of the Indiana company.

Mr. Stephenson's experience with the corporation covers the treasurership of the company where he served for several years, later the vice presidency and the position he occupied just before his recent promotion. He has always been in close touch with the concern's affairs, being a large stockholder and having the privilege of working with the deceased president in all matters of administration.

The death of Mr. Barley took place at Marion, Ind., June 11, after an illness covering two and one half years. Beside being connected with the Indiana Truck Corp. he was interested in a number of concerns in Marion. He was one of the pioneers of the truck industry and was continually interested in its improvement and advancement. His associates knew his life to be an example of inspiration, charity, truthfulness and integrity.

Approximately 90 per cent of the milk consumed in Los Angeles, 75 per cent of the bread and 500,000 pounds of fresh meat daily are delivered by motor truck.

### Hartford Auto Parts Reorganized

The Hartford Auto Parts Corporation has just been incorporated under the laws of the State of Connecticut, and will continue to manufacture universal joints at its plant at Hartford, Conn. This new company is the successor to the former Hartford Automotive Parts Co. of Massachusetts, in Receivership, for the past two years.

The property was purchased at a recent receiver's sale by order of the Court and the Creditors' Committee bought in the same and have now turned over the property to the new management.

The new corporation is incorporated for \$330,000 Preferred stock and \$100,000 Common stock. The organization consists of P. D. Hawkins, General Manager; A. L. Perkins, Sales & Service; C. F. Kalish, Engineer; G. H. McComb, Superintendent, and the Detroit sales representative is A. C. Chambers, Book Bldg., Detroit, Mich.

The capacity of the new plant and equipment is approximately 20,000 joints per month.

### New Corporation to Make Atlas Axle

A combination of interests of the American Machine Co., Newark, Del., and the Lobdell Car Wheel Co., Wilmington, Del., has resulted in the formation of a new corporation for the manufacture of the Atlas axle. Ample resources and greatly increased production facilities will make possible excellent service and output.

For the immediate present, production will be confined to the various models of the special motor bus rear axle designated as the LC series. This is a specialized design incorporating a one piece cast housing of box girder section offset from the wheel spindles, thus providing a very low spring mounting.

The directors of the new Atlas Axle Co. are: Joseph Stuart, J. Bayard Hearn, Howard L. Seaman, representing the Lobdell Car Wheel Co. interests, and Richard A. Whittingham, George H. Whittingham and Charles R. Durling, representing the American Machine Co. interests. The capitalization is \$500,000. At the first meeting of the board of directors officers were elected as follows: President and general manager, Joseph Stuart; vice-president and sales manager, Richard R. Whittingham; secretary and treasurer, H. Lobdell Seaman. R. A. Whittingham, who was responsible for the original Atlas design, remains as chief engineer.

### Record Haulage of Live Stock by Motor Truck

All former records of receipts of livestock by trucks for one day were broken recently at the Omaha, Nebr., stockyards. The final count showed that 229 cattle, 46 calves, 2267 hogs and 710 sheep were brought into the yards in trucks.



product add greatly to the actual cost to the consumer. Any way in which the transportation cost can be decreased will eventually help to increase the amount of goods transported. Many commodities are not now shipped from one part of the country to another, because the transportation costs are excessive. In connection with long hauls, too much unnecessary handling is done at terminals which could be eliminated if the railroads would thoroughly study the possibilities that the motor truck affords. It must not be inferred from this that the railroads are not studying the problem. On the contrary some of the largest roads are closely watching the developments and perhaps

before the year closes some surprises will be forthcoming in the nature of wholesale purchases of motor trucks by the railroads.

The use of demountable truck bodies which can be placed upon flat cars and vice versa has only started. Wherever the system has been inaugurated it has met with instant favor and the plan is spreading rapidly. It is by close co-operation with the motor truck industry that the railroads can efficiently increase and improve their long haul freight lines. Co-ordination of effort on both sides will give this country a transportation system which will not only stimulate business in general, but at the same time realize a satisfactory return on the capital invested.

## News of the Trade in Brief

### W. I. Ohmer Heads Associated Motor Industries

**A**SSOCIATED MOTOR INDUSTRIES, the merger which has just been perfected by makers of seven different cars and trucks, has organized its central offices at Dayton, Ohio, and is pushing work rapidly ahead to get into full production. Nine manufacturing plants in seven states, with five assembling plants, fourteen in all, are included in this first group of Associated Motor Industries.

Additional companies soon are to be taken into the merger, it is said.

Will I. Ohmer, of Dayton, Ohio, whose plant is one of the largest making ignition systems, is chairman of the board.

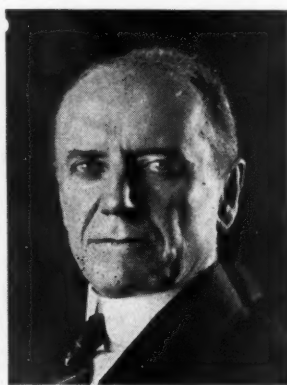
Associated Motor Industries will continue to produce the cars and trucks at present made by the member companies, including Jackson automobiles and Jackson Four Wheel Drive Trucks, the Dixie Flyer auto, Old Hickory truck, Traffic Trucks, and the cars and trucks now made by the National Motor Car and Vehicle Corporation. The line thus includes a four, a light six, a de luxe six and a full line of trucks for all purposes.

In addition there will be a large surplus of parts and equipment that will be sold to outside manufacturers at prices sufficiently attractive to insure the disposal of the entire output, thus maintaining full speed production by all plants at all times.

Following are the manufacturers included in the "first group" of Associated Motor Industries. Other manufacturers soon are to be taken in and their names are expected to be announced within a short time:

National Motor Car & Vehicle Corp., Indianapolis, Ind., manufacturers of National cars and trucks; Covert Gear Co., Lockport, N. Y., manufacturers of all types of transmissions, clutches and con-

trols for passenger cars and trucks; Recording and Computing Machines Co., Dayton, O., manufacturers of ignition systems, magnetos, starters, battery systems and generators, scientific research plant; Jackson Motors Corp., Jackson, Mich., manufacturers of Jackson automobiles and of Four Wheel Drive trucks; Kentucky Wagon Manufacturing Company, Louisville, Ky., manufacturers of the Dixie Flyer automobile, the Old Hickory truck, automobile wheels and



Will I. Ohmer

truck bodies; Saginaw Sheet Metal Works, Saginaw, Mich., manufacturers of all sheet metal parts for automobiles and trucks; Traffic Motor Truck Corp., St. Louis, Mo., manufacturer of Traffic Trucks; Murray Tregurtha Corp., Boston, Mass., manufacturer of gasoline engines; H. F. Holbrook Co., New York, N. Y., manufacturer of automobile bodies.

The officers of the Corporation are announced as:

Chairman of the Board, Will I. Ohmer; president, Louis Ruthenburg; vice-presi-

dents, A. A. Gloetzner, Robert V. Board, T. C. Brandle, George M. Dickson.

Board of Directors: Chairman, Will I. Ohmer, president The Recording and Computing Machines Co.; Robert V. Board, president, Kentucky Wagon Manufacturing Co.; A. A. Gloetzner, president, Covert Gear Co.; James R. Duffin, president, Inter-Southern Life Insurance Co., Louisville, Kentucky; Louis Ruthenburg, formerly general manager of Delco Plant of General Motors Corp.; H. G. Stoddard, treasurer, Wyman-Gordon Co., Worcester, Mass.; H. V. Hale, general manager, Saginaw Sheet Metal Works; H. J. Linkert, treasurer, The Recording and Computing Machines Co.; C. L. Halladay, vice-president and general manager, Jackson Motors Corp.; W. W. Sterling, vice-president, Jackson Motors Corp.; C. L. V. Exselsen, vice-president-treasurer, Roland A. Crandall & Co., Bankers, Chicago, Ill.; Guy Wilson, president, Traffic Motor Truck Corp.; T. C. Brandle, vice-president in charge of merchandising, Traffic Motor Truck Corp.; G. M. Dickson, president, National Motor Car & Vehicle Corp.; Buell Hollister, Pyne, Kendall & Hollister, Bankers, New York City; H. F. Holbrook, president, H. F. Holbrook, Inc.; M. Douglas Flattery, chairman of board of Murray-Tregurtha Corp.

The statement issued by the Board of Directors in announcing Mr. Ohmer as chairman in full charge of operations reads as follows:

"Will I. Ohmer is well known throughout the automobile field as a manufacturer whose product represents the most advanced methods known to industry. In placing Mr. Ohmer at the head of Associated Motor Industries we avail ourselves of the skill and wisdom of a manufacturer who has made a success of every-



## Personal Items

C. H. Bliss has been appointed assistant sales manager of the Nash Motors Co., to succeed W. W. Smith, who has been awarded a direct factory distributing contract at Oklahoma City. The advancement of both Mr. Bliss and Mr. Smith comes as recognition of their respective records.

H. H. Brenner, well known in automotive equipment circles for many years as general sales manager of the I. J. Cooper Rubber Co., has recently been succeeded in that capacity by R. B. Crane, director of sales. Mr. Brenner retains his interest in the Cooper organization, but is giving his personal attention to his own company, the Brenner Automobile Supply Co., with stores at St. Louis and Kansas City, Mo.

A. G. Cameron has been appointed manager of the Export Co., of the Goodyear Tire & Rubber Co. He has been with the company almost 10 years. He was at one time manager of the Australasian division and later became export sales manager.

Jack Cooper, in addition to representing the Walker Manufacturing Co., has become sales director of the E. A. Laboratories, Brooklyn, to succeed William Von Elm, who has resigned after three years' service as vice-president and sales manager.

F. C. Dumaine, treasurer of the Amoskeag Manufacturing Co., has been elected a director of Mack Trucks, Inc., succeeding E. R. Hewitt, resigned.

A. C. Frank, formerly foreign sales manager for the Firestone Tire & Rubber Co., Akron, has opened his own office at 299 Broadway, New York City, to act as export representative for manufacturers' automotive products and kindred lines. The Service Motor Truck Co., Wabash, Ind., has entrusted their foreign business to him and it is expected that other manufacturers will also do so.

R. S. Gildart, former director of publicity for the American Malleable Castings Association, Cleveland, has been appointed advertising manager of the General Fireproofing Co., Youngstown, O.

William F. Hedges, prominent tire dealer of Fort Wayne, Ind., has been made manager of the Middle States branch of the Hydro-United Tire Co., located at 3617 South Ashland Ave., Chicago. He has been connected with the tire industry since 1913.

Frank J. Jarosch is connected with the Jarosch Bearings Corp., who are sole importers of F. & H. ball bearings, manufactured by Fries & Hoepfner, Schweinfurt, Germany. Mr. Jarosch's former connections were with the Gurney Ball Bearing Co., Jamestown, N. Y., and the Bearings Company of America, Lancaster, Pa.

H. Tyler Kay has resigned from the Madison Tire & Rubber Co., Buffalo, N. Y. He has been with the company since its beginning, and since the first of the year has had charge of sales as well as advertising and sales promotion.

W. J. Keegan, who has spent five years at the factory of the Perfection Spring Co., Cleveland, O., principally on jobbers sales and taking care of customers' interests, is to take the road for that company. He will travel principally in the southern territory.

V. K. McBride, who recently resigned as district sales manager of the Garford Motor Truck Company of Indiana and Kentucky, has been appointed an assistant in the Indianapolis district of the Maxwell Motor Corp. Mr. McBride was with the Garford Co. for three years. His experience covers 16 years in automotive trade.

Charles T. Peck, Jr., who has been with the Traffic Motor Truck Corp., St. Louis, for more than three years, has been made general sales manager of that company. He was at one time manager of the New Business Dept., and later assistant general sales manager.

Robert H. Schaefer, who for several years has been a member of the sales department of the Tuthill Spring Co., has severed his connections with this firm and contemplated engaging with his brother, William H. Schaefer, who is representing the Tuthill company and other concerns at 79 Walker St., New York City.

Floyd H. Smith, formerly with the Pierce-Arrow Motor Car Co., Buffalo, N. Y., as director of purchases, has become associated with the Simms Magneto Co., of East Orange, N. Y., as assistant general manager. Mr. Smith's many years' experience in the automobile and motor industries specially fits him for the position he has assumed.

C. A. Wetherbee has recently been appointed general sales manager of the Eagle Motor Truck Corp., of St. Louis, Mo., manufacturer of Eagle motor trucks. He was with the Garford Motor Truck Co., as district and branch sales manager of its St. Louis branch.

## Removals and Trade Changes

The South Main Motor Co., 207 South Main St., Pittsburgh, Pa., has taken over the manufacturing business of the Niles Motor Truck Co. The firm will continue to manufacture the Niles truck.

The Packard Engineering Co. announces the removal of its offices to a new location at 1200 West 76th St., Cleveland, O. Its former address was 1740 E. 12th St.

The Jeavons Manufacturing Co., a new concern at Cleveland, O., has taken over the distribution and manufacture of Jeavons spring lubricators, formerly made by the Jeavons Co. Frank N. Sealand is president and James T. Ward, secretary and treasurer.

The White Co., St. Louis branch, has moved into its new home at 4151 Forest Park Blvd. The branch is under the management of F. H. Squires.

The Beckley-Ralston Co., of Chicago, jobbers of automobile accessories, have begun work on the erection of a new building in St. Louis, Mo. The branch is now at 1903 Locust St., and is under the supervision of George Amerman.

The Barton Motor Co., Ford dealers of Burlington, Iowa, has opened its new service station and general offices. This firm is one of the progressive concerns of the West and is thoroughly sold on the value of advertising.

The Miller Rubber Co., Akron, O., has sold its Akron and Canton tire service stations to the Instant Tire Service Co., an Ohio corporation. The new company acquires the entire fleet of service cars in both cities and continues the tire service offered local motorists.

The Black & Decker Mfg. Co., builders of portable electric tools, announces the establishment of a new Detroit office in the General Motors Bldg. C. G. Odell, assistant to president, will use this office as his base, in addition to which it will provide headquarters for the local Detroit representative.

The Cleveland Pneumatic Tool Co. has secured manufacturing and sales rights for Gruss air springs, a device which utilizes cushions of compressed air to absorb road shocks and vibrations. They have been manufactured for several years by the Pneumatic Cushion Co., of San Francisco. The device can be used on passenger cars, trucks and motor buses.

## Factory News and Capital Increases

The Goodyear Tire & Rubber Co. recently celebrated at its plant in Akron, the completion of its 45,000,000th pneumatic tire for motor vehicles. The tire is to be exhibited in the company's branches.

The Youngstown-Republic Rubber Corp. will close the first half year without operating loss. It has been making substantial expenditures preparing its plant for larger production. The company is turning out 1800 casings daily and is said to be behind in its shipments.

The Amazon Rubber Co., Akron, O., reports that production is running at 85 per cent of the total capacity of the plant and that orders are on hand to such an extent that it is imperative that production be increased immediately.

The Martin-Parry Corp. is now negotiating for greater service and distributing facilities in various parts of the country. Expanded service facilities are now under way at Omaha, Salt Lake City and Denver. A plant was recently acquired at Lumberton, Miss.

## New Incorporations

The Anderson Spark Plug Corp. has been incorporated at Dover, Del., to manufacture and sell spark plugs. It is capitalized at \$500,000.

The Madden Co., of Dover, has been granted articles of incorporation to manufacture and sell automobile accessories at a capitalization of \$150,000.

The Roberts Piston and Automatic Ring Co., Wilmington, Del., has been formed and incorporated under the laws of Delaware to manufacture and sell piston rings and other mechanical devices.

The Pep Mfg. Co. has recently been organized to take over the manufacture of Pep, the water-mixed valve grinding compound, from the former Worcester Abrasive Co. The new company has established offices at 33 West 42nd St., New York. Ralph Root is president and Chas. J. MacNutt, secretary and treasurer.

## New Agencies

The Wisconsin Motor Manufacturing Co., of Milwaukee, has opened a branch office at 715 Discount Bldg., Cleveland. The firm will handle Wisconsin motors and parts for Ohio and vicinity.

The Sutter Auto Electric Co., of 315 N. Sutter St., Stockton, Calif., has been appointed Gill battery dealers for that city.

The Flynn-Guenther Co., St. Louis, Mo., and Kansas City, will control the distribution of "Tiger Foot" tires, made by the Standard Tire Co., Willoughby, O., for the territory of Arkansas, Oklahoma, Kansas, Nebraska, Missouri and Illinois.



## Miniger Now Sole Owner of Auto-Lite Company

Business, plants and all assets of the Electric Auto-Lite Corp., manufacturer of starting, lighting and ignition systems, have been purchased by Clement O. Miniger and his associates at a public sale recently for approximately \$5,000,000. Confirmation of the sale by the Federal Court means the completion of the transaction and the divorcement of Auto-Lite from the Willys Corp., of which it has been a large unit for years.

A new corporation bearing the corporate title of the Electric Auto-Lite Co., has been organized under the laws of Ohio to take over the property. Mr. Miniger will be president and in sole and absolute control of the company.

Mr. Miniger was one of the incorporators of the company eleven years ago and has been its executive head from the beginning. In that time, under his leadership, production has increased from 100 lighting and starting units a month to more than 5000 a day. Today's production is at the rate of 500,000 to 600,000 complete units a year.

The three plants of the company at Toledo, O., Poughkeepsie, N. Y., and Fostoria, O., afford approximately 600,000 sq. ft. of floor space.

## West Haven Rubber in Production

The West Haven Rubber Co., which recently acquired the plant of the Kelley Tire & Rubber Co. at West Haven, Conn., has started operations at the former Kelley plant. The new company, which was incorporated under the laws of the State of Connecticut, May 17, for \$200,000, will manufacture the "Connecticut Cord." The output in this line is now said to be 100 per day, ranging in size from 30 x 3½ to 37 x 5. A production of 200 a day is expected within the next month.

George F. Armstrong, president of the company, and also head of the Armstrong Rubber Co., Garfield, N. J., is directing sales work for the West Haven company. Frank Walsh is superintendent of production.

## N. A. C. C. Library of Inestimable Value

A most valuable aid to automotive engineering in this country has been the development of a Patent Department with the National Automobile Chamber of Commerce. This department beside handling a collection of data on 200,000 automobile patents has collected a specialized library which covers almost every phase of automotive progress.

Periodical publications pertaining to motor vehicles have been collected and bound, some sets dating back 25 years. Text books, in foreign languages as well as in English, are in the collection.

The complete system of cataloging has been devised and a trained corps of experts under the supervision of W. L. Powlison, chief librarian of the N. A. C. C., are available for furnishing information on a variety of subjects pertaining to the automotive field.

## Double Dividend for Black & Decker

The Black & Decker Mfg. Co., Towson Heights, Md., announces a double dividend for the second quarter of the year, making the payment 4 per cent instead of 2 for the period ending July 1, 1922, to all stockholders of record as of that date.

## D. Kirke Moore is Appointed by C. A. Dana

C. A. Dana has announced the appointment of D. Kirke Moore as supervisor of sales for all the automotive divisions of the Dana Group. This group now includes the Spicer Mfg. Co., Sheldon Axle & Spring Co., Parish Mfg. Co., and the Salisbury Axle Co.

Mr. Moore has had considerable merchandising experience throughout the trade, serving such well known companies as the Weston-Mott Co., Northway Motor and Mfg. Co., Jackson, Church & Wilcox, the Western Spring and Axle Co., and the Standard Parts. He was one of the organizers of the American Distributing Co.

## Goodyear Experiments With Eight-wheel Bus

An eight-wheel passenger bus, which is said to possess a successful application of an air brake system similar to that used on street cars and railroad trains, has been developed by the engineers of the Goodyear Tire & Rubber Co., according to recent announcement. The model is the original Goodyear six-wheel passenger bus remodeled.

## Several More Reductions

Motor truck companies announcing reductions in the past few weeks were Rainier Motor Corp., New York City; Kalamazoo Motor Corp., Kalamazoo, Mich. (1½-ton model); Stoughton Wagon Works, Stoughton, Wis.; the Tower Motor Truck Co., Greenville, Mich.; G. A. Schacht Motor Truck Co., Cincinnati, O. (7-ton model); Fargo Motor Truck Co., Chicago, Ill. (2-ton model); Larrabee-Deyo Motor Truck Co., Inc., Binghamton, N. Y. See specification tables for new prices.

## New Cost Sheet for Truck Owners

A monthly cost record for motor trucks, which is said to enable the user to find the exact relation of earning power compared to cost of upkeep of any delivery unit, is being offered to the trade by Buxton & Skinner Printing and Stationery Co., St. Louis. The records have been simplified with a view to making the process of cost keeping easy and at the same time, accurate. Sheets can be bound in a special loose leaf holder which can be later transferred to a permanent holder.

The Board of Directors of General Motors Corp. met in New York recently and declared a dividend of \$1.50 a share on the preferred stock, a dividend of \$1.50 a share on the 6 per cent debenture stock and a dividend of \$1.75 a share on the 7 per cent debenture stock, payable August 1, 1922, to holders of record at the close of business July 3, 1922.

### SHOWS

July 29 to Aug. 13, 1922, Chicago, Ill. Automobile exhibition at the Second Annual Pageant of Progress Automotive Section under the auspices of the Chicago Automobile Trade Association.

August 18 to 26, 1922, Aurora, Ill. Automobile Show on the Fair Grounds of the Central States Fair and Exposition Co. Passenger cars, trucks, tractors and accessories. L. L. Fest, general manager, 57 Main St., Aurora.

August 28 to September 2, 1922, Columbus, O. Automobile show in connection with the Ohio State Fair.

September 4 to 9, 1922, Spokane, Wash. Annual automobile show held in connection with the Spokane Interstate Fair. B. J. Garnet, Mgr.

September 4 to 9, 1922, Indianapolis, Ind. Automobile and accessory show in conjunction with the Indiana State Fair, Auto Show Bldg., auspices, Indianapolis Automobile Trade Association, J. B. Orman, Mgr., 338 N. Delaware Ave., Indianapolis.

September 4 to 9, 1922, Hartford, Conn. Annual Automobile Show at the Connecticut Fair Grounds.

### Coming Events

November 13 to 18, 1922, Chicago. Annual Exhibit and Convention of the Automotive Equipment Association, Coliseum.

November 13 to 18, 1922, Chicago, Ill. Annual Equipment Exhibition of the Automotive Equipment Association, Coliseum.

### CONVENTIONS

Buffalo, N. Y., September 13 to 15, 1922. Sixth fall convention of the Motor and Accessory Manufacturers' Assn. Hotel Lafayette. M. L. Hemmway, general manager, 33 W. 42nd St., New York City.

Cedar Point, Ohio, August 7 to 9, 1922—20th Annual Convention, National Team & Motor Truck Owners' Assn.

Chicago, Ill., October 18 to 20, 1922—Convention of National Association Farm Equipment Manufacturers.

Chicago, Ill., November 13 to 18, 1922—Annual meeting of Automotive Equipment Association at the Coliseum Annex.

Detroit, Mich., August 29, 1922—Convention of the National Safety Congress.

Olympia, Wash., July 21 to 22, 1922—Midsummer Convention of the Washington Automobile Trade Assn.

Santa Barbara, Calif., October, 1922—Annual General Convention of the California Automobile Trade Assn. Robert W. Martland, Sec., Pacific Bldg., Oakland, Cal.

### FOREIGN EVENTS

Berlin, Germany, September 25 to October 3, 1922—Automobile Show at the Kaiserdamm Hall, direction German Automobile Manufacturers' Association.

London, England, October 12 to 23, 1922—International Commercial Vehicle Exhibition at Olympia.

London, England, November 8 to 18, 1922 (tentative)—Olympia Automobile Show.

Paris, France, October 4 to 15, 1922—Annual Automobile Show at Grand Palais.

Rio de Janeiro, Brazil, September 7 to November 15—Automobile Show during International Exposition.

The Hague, Netherlands, September 15 to 20, 1922—Annual Automobile Show.



# NEW COMMERCIAL CARS



## Selden Places New De Luxe Motor Buses on Road

**T**HE operation between Rochester, Brighton and Pittsford of four Selden De Luxe motor buses marks the debut of this Unit No. 52 recently announced by the Selden Motor Corp., Rochester, N. Y. These buses although just put in operation were received with much satisfaction by the public, and the residents along

Power is transmitted from the engine to an amidships transmission through a multiple-disk, dry-plate clutch assembled in unit with the engine. The transmission, which is a separate unit, is of the sliding gear type, providing four speeds forward and one reverse, with direct drive on high. This gear set mounted on Timken roller bearings is specially geared to

Drive is left with brake lever attached directly to the left frame side. The gear shift lever is attached directly to the clutch unit and is on the right-hand side of the driver. Spark and throttle controls are under the steering wheel, with an accelerator pedal on the floor board to the right of the brake pedal.

The cast steel hollow spoked wheels are equipped with tires of the cushion type; 36 x 4 single, front, and 36 x 4 dual, rear.

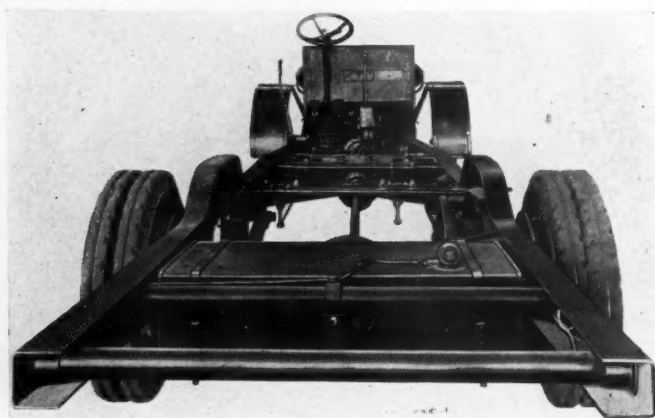
Chassis equipment includes two head lamps, tail lamp, jack, set of tools, electric horn, odometer, motometer, Alemite grease gun, and complete electric starting and lighting outfit.

The following is a brief description of the body:

The side and under sills of the under-frame are of structural steel angles. Although mounted low the body allows a clearance of 14 in. above the top of the chassis frame. This allowance gives access for mechanical repairs. Side construction of the upper frame is of the truss type, consisting of pressed steel side posts. The lower side and rear ends are sheathed with light weight metal.

The roof is of the three-ply moulded veneer, covered with painted muslin. Inside the body the ceiling is finished in white enamel. Three exhaust ventilators, the openings of which are covered with a metal grill, are located along the center line of the ceiling.

A two-leaf manually operated door, folding outward and located at the forward right side of the body, provides en-



Rear View Showing the Kick-up and Converge of the Frame

the route covered offered no objection, because these jobs are reported not only to be attractive in appearance but silent in operation as well. The buses travel through residential streets where street car operation is prohibited.

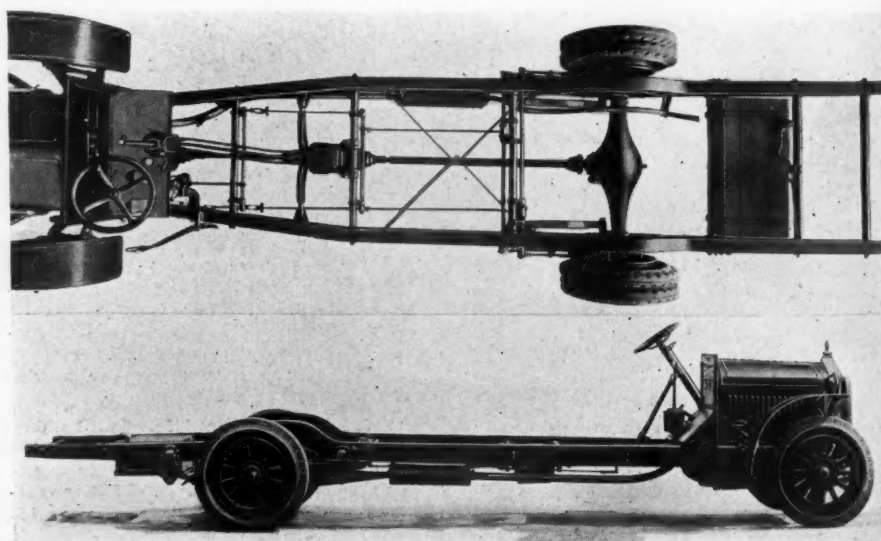
The bodies, built by the Kuhlman Co., Cleveland, O., will comfortably seat 29 passengers and provide ample standing room if needed. The chassis design assures maximum safety and comfort together with low maintenance and operating costs. It is of the low hung type, full flexible and with the frame kicked up over the rear axle. Finally the provision of pneumatic tires and cushion wheels gives the bus the final touch of resiliency and smooth riding.

The engine is of the 4-cylinder, heavy-duty type, with cylinders cast in pairs and cylinder heads removable. A special manifold arrangement makes for fuel economy and reduction of carbon deposits. Force feed lubrication by reason of a large gear oil pump at the bottom of the crankcase, forces oil to all wearing parts. Actual brake horsepower is 48 at 1400 r.p.m. Ignition is furnished by an Eisemann high-tension magneto. The gasoline system includes a 35-gal., pressed steel tank, secured in a compartment to the left of the driver. Gas is delivered to a 1 1/4 in. Stromberg carburetor through the action of gravity.

depending upon conditions of service. The brakes are Duplex make. Elliott make front axle, drop-forged and of the conventional I-beam construction is used. Steering is through gear of the worm and wheel type. The wheel diameter is 20 in. The springs are semi-elliptic and of special proportions for passenger carrying service.

offset the high gear ratio in the rear axle, making for high surface speed on high and powerful hill climbing ability on low. Drive is universal with two sets of metal universal joints with tubular shafts.

Final drive is through an inverted silent worm drive, semi-floating rear axle, claimed to be especially suitable for motorbus operation. This axle is fully mounted on Timken roller bearings. Gear ratios are optional,



Views Bringing Out the Special Bus Characteristics of the New Selden Bus Chassis

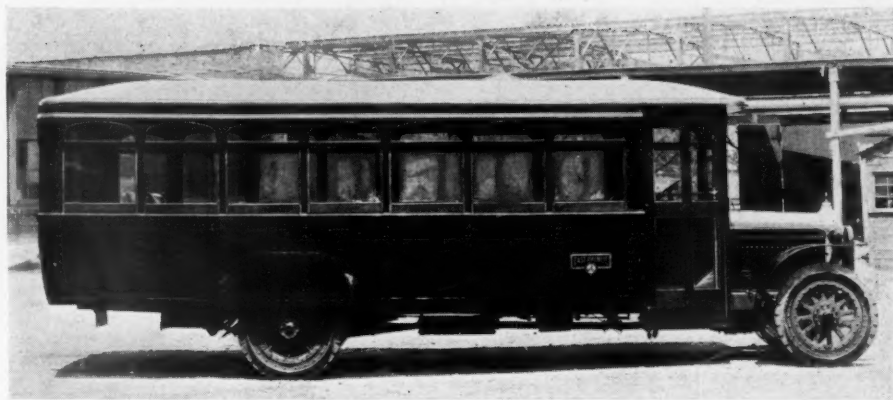


trance. An emergency door is also provided at the left rear.

Upper sashes in the double side and end windows are stationary and lower sashes are arranged to raise 12 in. Each lower sash is provided with two lifts and automatic stops.

The seats have ventilated spring inserts and are upholstered in dark green imitation leather. The seat frames are of metal, and each cross seat back is equipped with a grab handle.

Interior finishing is in birch-stained mahogany. Five dome lights, located within the advertising rack, provide illumination. In addition, a step light is provided over the service door and the illuminated sign box is equipped with two lights.



Four of Three Selden De Luxe Buses Ply Between Three Points in Northern New York

## Stewart Announces Its One and a Quarter Ton Utility Wagon

**T**HE Stewart Motor Corp., Buffalo, N. Y., announces its new Utility Wagon. This new model is capable of negotiating grades with capacity load of  $1\frac{1}{4}$  tons, and is capable of developing a speed of from 35 to 40 m.p.h. Turning radius is short.

It is empowered by a removable head, four cylinder type Buda  $3\frac{5}{8} \times 5\frac{1}{8}$  in. engine. The cylinder block is also removable. This engine is rated at 21.03 S. A. E. hp. The engine has a full pressure feed oiling system to crankshaft and connecting rod bearings, with oil pres-

sure gage on instrument board. Chassis lubrication is effectively secured through the Alemite system.

The steering gear is of the screw and nut type with an adjustment on the thrust bearings for removing any end motion of the screw that may develop.

The front and rear springs are semi-elliptic in type, 38  $\frac{5}{8}$  and 50  $\frac{1}{4}$  in. wide respectively. The rear spring has 15 leaves and is equipped with full length rebound plate bronzed bushings, and hardened steel pins are used throughout. Spring lubrication is by Alemite system.

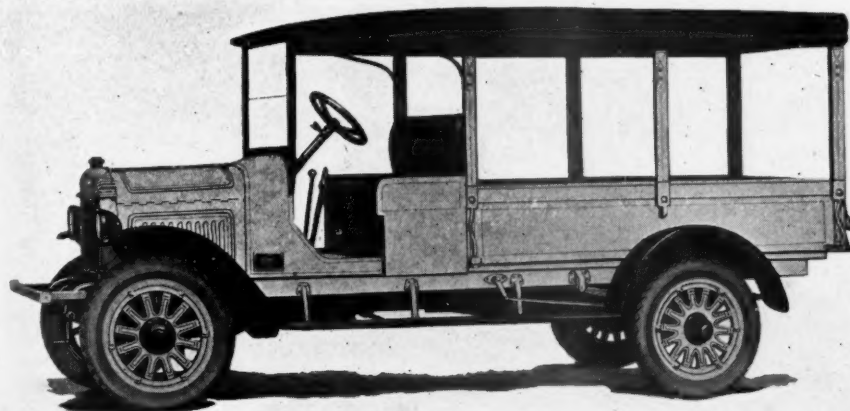
Artillery type, 12 spokes front, 14 rear,

wheels, equipped with 34 x  $4\frac{1}{2}$  cord non-skid tires all around are used.

The regular equipment consists of electric lights with legal lenses equipped with focusing device, electric tail lamp, tool box, 111 hour storage battery, tool jack, electric horn, oil gage, front bumper, ammeter and dash light. Chassis, hood and cowl are painted Napier green with fine gold stripe, fenders and running board black.

Price of this chassis complete with the above equipment is \$1245, plus war tax, f. o. b. Buffalo.

The Utility Wagon will take open and covered express body, panel, stake, special farm grain type body, and also a covered express body with closed cab.



This New Stewart is Claimed to Negotiate Reasonable Grades and Travel at From 35 to 40 M.P.H.

sure gage on instrument board. Chassis lubrication is effectively secured through the Alemite system.

In cooling, water is circulated by a centrifugal pump. Made up as one assembly unit, the water pump and its drive shaft may be readily removed as a unit or separately.

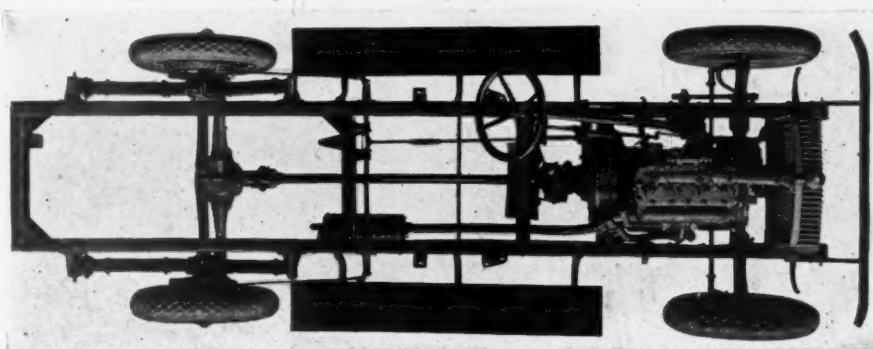
This truck has a clutch of the single-disk, dry-plate type. The engine, clutch and transmission are mounted as one unit, on three-point suspension. The transmission main shaft is mounted on annular ball bearings.

The rear-axle is a Clark internal-gear drive, the same as used on other Stewart models. It is geared  $5\frac{1}{2}$  to 1. The front

### Trucks a Factor in Wisconsin Road Building

Motor trucks are to be utilized in hauling 60 per cent of the materials from the pits to the road bed which will be employed in the construction of concrete highways in Wisconsin. Concrete highway pavement under award in this state so far this year totals 475 miles.

Wisconsin recognizes the advantages of the motor truck in highway construction and will not be caught by a shortage of cars on the railroads in carrying out her road building program.



Elevated View, Showing Disposition of Units in the New One and a Quarter Ton Stewart Utility Wagon



## Nelson Develops Special Motor Coach Chassis

**T**HE Nelson Motor Truck Co., Saginaw, Mich., has developed a new and highly special motor coach chassis. Every part of this chassis is of new design, in no part resembling ordinary truck design. The design is on the order of a large luxurious automobile. Wherein the usual truck design, the rear axle carries about 90 per cent of the load, necessitating heavy unflexible rear springs, the Nelson design gives a load distribution of 50 per cent on each axle of the chassis weight and only 60 per cent of the body and passenger load on the rear axle. This results in the road shock being effectively absorbed in the special springs provided. A brief description of this new job follows.

### Chassis Specifications

Wheelbase for 21 passenger, 172 in., and for 25-27 passenger, 200 in.; chassis weight, 5300 lb.; height from ground to top of floor with 36-in. wheels, 26 in.

Clearances: Front axle, 7 in.; motor base, 8 in., and rear axle—differential, 10 in.; spring clips, 8 in.; width of frame at rear axle, 54 in.; road tread, 74 in. on wheel centers. Width overall, 84 in.; spring dimensions—rears, 58 in. x 3½ in.; fronts, 36 in. x 3 in.

The power plant is a Buda EBU coach engine 4¼ x 5½. The features of this engine are summed up as follows: Thermostat control, balanced crankshaft, aluminum crankcase, and vacuum oil control with oil pumped to all bearings. Unit power plant type transmission, with oil

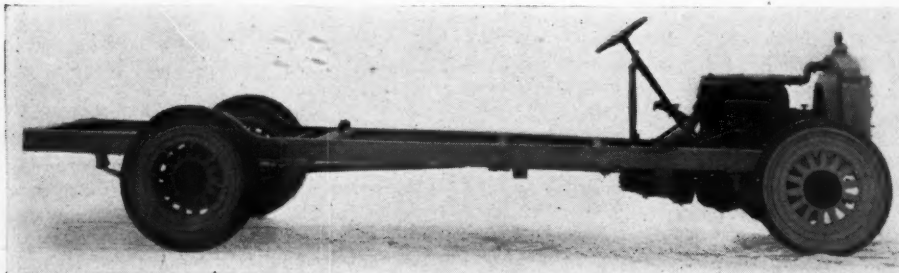
loading points. The total possible spring travel is 8 in., allowing 3½ in. reverse under severe road shock, without striking load on bumpers.

Additional special features are listed as follows: Underslung chrome vanadium rear springs, frame arched over rear axle, with risers placed out in wheel houses; low hung body and center of gravity, flexible springs and long spring travel without hitting on bumpers, and wide frame so placed as to make one-half the frame width exactly equal to the height from the ground, thus insuring stability and freedom from side sway. The body on this chassis shown in the accompanying illustration was built by the Hoover Body Co., York, Pa. The sides are of ply metal, and the roof of Haskelite covered with duck. All mouldings are aluminum and the curved corners of the body are buffed from 14-gage aluminum. The double A plate glass of the windows are set in rubber with brass side posts. The roof construction is such that roof sag is said to have been entirely eliminated. The lighting is such as to make it perfectly easy for passengers to read. 8-32 C. P. Mazda lamps are used in the ceiling. The aisle and lobby at the rear gives plenty of room for standees, and the floor and seat arrangement at the front end reduce crowding and jostling. The properly spaced seats are commodious in size and comfortable in upholstery, good springs and Spanish leather being used. The gas tank, which is of 30-gal. capacity,

is located underneath the frame at the left front corner. A gage is provided in the floor at operator's left, and filler pipe inside left front fender. This gets fuel tank on opposite side from exhaust, and away from curb when parking or stopping for passengers.

A destination sign box using combination light to denote routes, and a recognition box using selective colors of lights are furnished to suit purchaser.

In addition to 8 dome lights in passenger compartment, a dome light is provided over the driver. Besides light is provided in the sign box, light on step, and light beside fare box, as well as the usual head lights and rear lights. All wiring is in heavy insulation and all centering behind a hinged switch panel in wall at left of driver. Buzzers with flush push buttons are provided at each seat. The chassis can be equipped with either wood or steel wheels, and with solid or pneumatic tires. The wheels are equipped with Morand demountable and Goodyear all weather tread solid tires. The arrangement makes a quick change possible to pneumatic equipment, without removing wheels.



It is Offered in Two Wheelbases for Capacities of 21 and 27 Passengers, Respectively

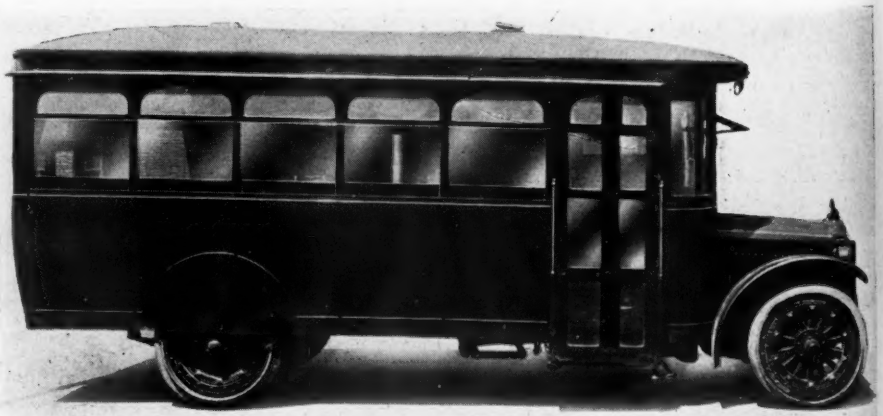


Side Front View

disk clutch, magneto ignition, two generator system, and two storage batteries and starting motor.

The radiator, provided with shutters for winter use, is assembled from cast iron frame and tanks, seamless copper tubing, with large oversize capacity for cooling under all conditions, and pump circulation. The rear axle is a Clark 3 D special coach axle of the internal gear drive type. A Shuler Special drop forged motor coach axle 3½ ton capacity is used in front. Power is transmitted through a three joint propeller shaft provided with a propeller shaft brake. External brakes on brake drums are used for emergency.

Springs are of chrome vanadium, consisting of a system of principle and auxiliary leaves; each leaf being calcu-



Stated to be Especially Designed for Motor Coach Service



# New Mack Bus Body Light in Weight

**M**ACK shock-insulated 25-passenger bus chassis are now being equipped with a new type of body, designed and built in the factory of the International Motor Co., 25 Broadway, New York City. The new body has been designed to provide strength, resistance to vibration and weaving stresses, and a reduction in weight.

Due regard has been given to the matter of appearance, roominess and passenger comfort. The body is of conservative construction and appearance and has been built expressly for one chassis, namely, the Mack AB shock-insulated bus.

The body is of the conventional front-entrance type, with enclosed steps and collapsible leaf door, having five windows and the door on one side, six windows on the other and three in rear, all of which are of the same type. The front corners of the body are bevelled in a bay-window effect and the rear corners are rounded on a large radius. Above the windows are small transoms, and above them is a broad band beneath the eaves, which carries the louvre type ventilators. The roof is of the crowned canopy type. The middle window in the rear is carried in a concealed emergency door, fitting perfectly flush on the outside.

Within, there are six standard two-passenger cross-seats, extending back from the front of the bus to the wheel houses. Over the wheel houses, which are concealed, are lengthwise seats, accommodating four passengers each and across the back a wide cross-seat for five. The driver's seat is of the bucket type, mounted on top of the tool box.

The floor is of tongue-and-grooved hardwood, laid directly across the frame and covered with cork linoleum, cemented on and bound with steel. White oak and ash framing is used, all body stanchions and roof bows being steam-bent to shape instead of sawed, as is usual. Steel gussets are used to brace the stanchions to the frame and deep pressed-steel under braces are used to support the outer edges of the body. Heavy-gage sheet aluminum

is used for the sheathing. Door and window frames are of solid mahogany. Windows, which are of the lift-up type, are fitted with Edward anti-rattlers. The front door is operated by a crank to the left of the driver through overhead rods. This door is hung at the front jamb of the door, thus being semi-automatic. The emergency door at the rear is fitted with a three-way latch, the handle being inclosed in a shallow box covered with thin glass, which must be broken to open the door.

Crystal plate glass of heavy thickness is used for the windshield, the frame being of metal, all panes swinging for ventilation, the upper portion being double. Over the windshield is a green visor. The body is fitted with complete wiring for lights and buzzer system, and an automatic step light. A roller sash curtain back of the driver and a large mirror for rear vision are provided. Heating is by exhaust. The heater valve is operated by a rod on the dash.

Seats are of the standard spring cushion and back type, with rattan covering. Special upholstery in leather, leatherette, whipcord or velour, with special springs, etc., is available where required, though rattan seating is generally preferred for city service. Four vertical tubular posts serve as additional stiffeners and rod supports, and as hand-holds for the passengers. In addition, each cross-seat back has a handle, sanitary type straps are fitted in the rotunda at the rear and grab handles on both sides, inside and outside



Interior of the Mack Motor Bus

the door. Advertising racks are provided above the windows.

The complete body weighs 2700 lb.

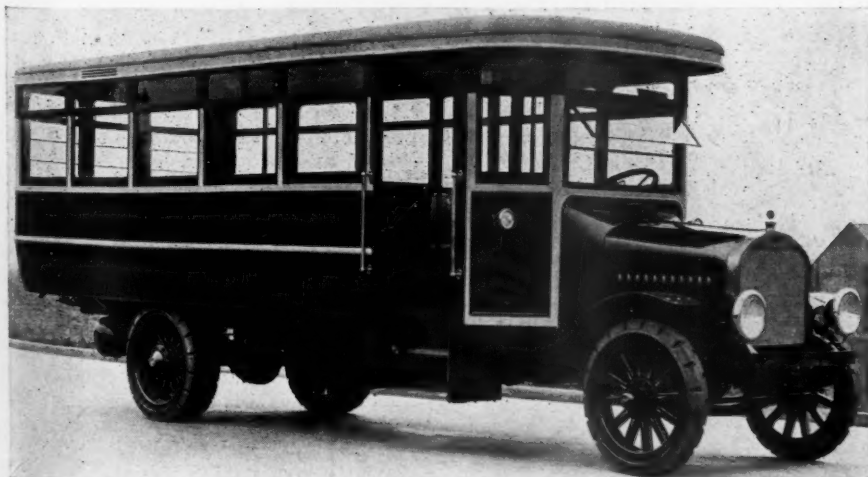
## Standard Adds New Light Model to Its Line

In announcing its new three-quarter to one ton, model 75, worm-drive chassis at \$1330 f. o. b. factory, the Standard Motor Truck Co., Detroit, Mich., declares that it is fulfilling an insistent demand for a chassis of this capacity that would be on a par with the rest of the Standard line. Like the heavier models of the line, it will contain the same combination of units that have always characterized Standard truck construction. Some of these units are Continental, Timken, Brown-Lipe, Spicer, Eisemann, Ross and Stromberg.

Power is furnished by a Continental N, having a bore and stroke of  $3\frac{3}{4} \times 5$  in., respectively. Circulation in the cooling system is accomplished by a water pump. From the engine, power is carried through a Brown-Lipe multiple-disk clutch and unit power plant transmission through a two piece Spicer propeller shaft and universal joint assembly to a Timken worm-drive rear-end. The axle equipment consists of a Timken 1250 front and a 6250 rear worm. Steering is accomplished through a Ross gear.

Alloy steel springs are used. These were designed to assure ample resiliency and provide the easy riding qualities sought for to-day in a truck of this capacity. Pneumatic cord equipment on all four wheels, 33 x 5's being used, add to the resiliency of this job.

The all steel seat and riser, together with the regular Standard chassis equipment, including vacuum tank installation, complete the chassis. The wheelbase is 134 in.



International Motor Company Offers This New Twenty-five-Passenger Bus



## Eagle Introduces New Light Model

**A** NEW model motor truck known as Model 101 and having a capacity of from one to one-and-one-half tons, was recently introduced by the Eagle Motor Truck Corp., St. Louis, Mo.

This Model 101 truck has been designed to meet the requirements demanded by retailers and merchants who want a quick delivery truck in city or suburban districts; for manufacturers and wholesalers who want a delivery truck combining heavy construction with speed; and it is exceptionally adaptable to the requirements peculiar to farm service.

The engine is a Buda "Buddie," a feature of which is the accessibility and the ease in which parts can be removed for inspection, repair or service. The cylinders are cast in block of grey iron, and the cylinder head is removable. Cooling is by centrifugal pump, having a large bronze runner. The pistons are grey iron and fitted with three rings. The large diameter, special steel piston pins are held in position by two positive locks. Valves are of liberal size and are operated by a single camshaft and entirely closed. The valve push rods are of special steel, mushroom type, and fitted with removable guides.

Lubrication is by full force pressure feed to all crankshaft, camshaft bearings and connecting rod bearings. Design of oil reservoir is such that any sediment which may be present in the oil will settle in the bottom. This feature insures circulation of clean oil.

From the engine power is carried back to the transmission through a Covert dry plate multiple disk clutch. The transmission, which is of the same make as the clutch, is a sliding gear type, giving three speeds forward and one reverse. It is built to the bell housing of the engine, forming a unit power plant.

From the transmission, drive is carried back to the rear axle through Merchant & Evans triple universal joints with slip joint to allow for spring action. Alignment of drive shaft is maintained by a self-aligning center bearing.

The rear axle is an internal gear.

Torbensen. It has extra large nickel steel gears, which provides a final gear reduction of 6.6:1. Entire load is carried on a drop-forged "I" beam.

At the rear the springs are semi-elliptic, made of alloy steel. They are extra heavy and have 12 leaves  $2\frac{1}{2}$  in. wide.

The front springs are also semi-elliptic and constructed from the same material, but have only 9 leaves. The wheels, which are standard, are of the wooden artillery type with demountable rims for pneumatic cord tires. The dashboard is metal. The spark and throttle control levers are on the steering column. There is an accelerator in the floor under the driver's foot. Electric starter, lights and horn is optional equipment.

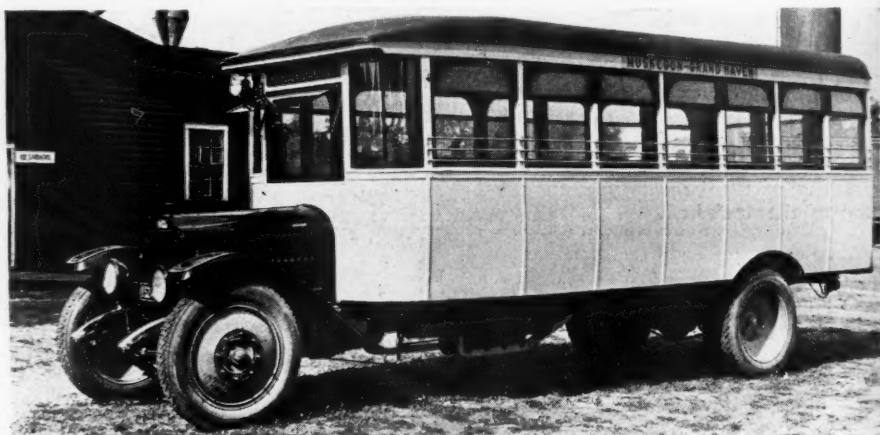
## Fitz John-Erwin Offers Complete Bus Body

**I**N the Model A-50 "Fitz-er" bus body the engineers of the Fitz John-Erwin Mfg. Co., Muskegon, Mich., have incorporated all the latest improvements and features of up-to-date bus body construction. Lightness in weight coupled with strength, durability and resistance to weave and vibration constituted the working basis of the engineers in its designing. In addition every attempt has been made to provide the riding public with every convenience possible.

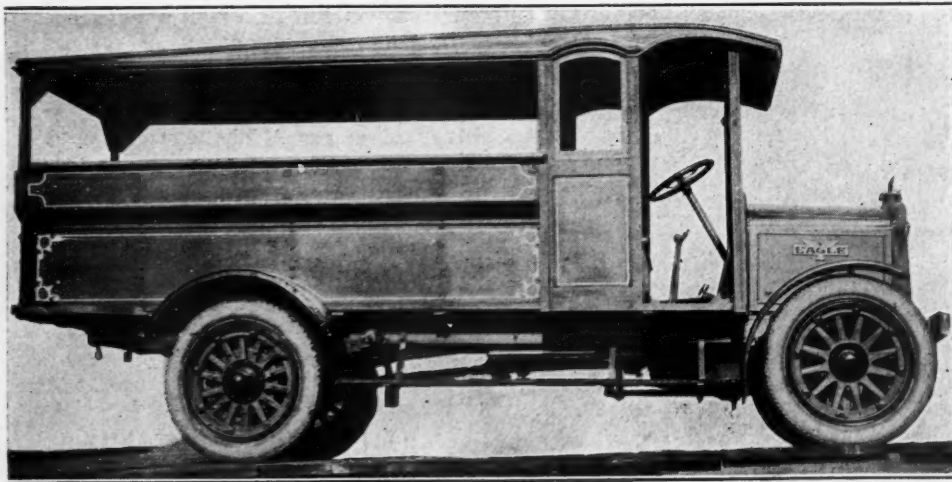
The bodies are equipped with three polished guard rails on each side. Complete protection is afforded the woodwork of the structural frame, which is of thor-

oughly kiln dried hardwood seasoned and dried in the company's own kilns, by sheathing of 20 gage auto body sheets carefully joined and reinforced by sheet metal moulding. During the assembly the entire paneling is given a thorough coat of white lead, further assuring watertightness.

All the windows are of the raise-up type, which provide a clear opening of 16 in. when raised. The window frames are equipped with anti-rattlers of the roller type. White metal mouldings exclude the dust from the interior when the windows are lowered. The top sash of each window is glazed with Florentine glass. An



Service, Lightness and Appearance Feature the "Fitz-er" Bus



This One and a Half Ton Eagle Was Recently Introduced to Meet Quick Delivery Requirements

adjustment every  $1\frac{1}{2}$  in. permits the passenger to raise his particular window to any height desired. Push buttons are provided at the side of each seat. The ceiling is finished in Beaver board.

The roof is of three-ply Haskelite veneer of special bus construction covered with 12 oz. oiled duck. Heating is conventional, being furnished from the exhaust, the butterfly valve of which is controlled at the driver's seat. Three roof ventilators of the Nichols-Intern type provide ventilation. Lighting is furnished by three dome lights in the center of the ceiling and three side ceiling pendants equipped with regulation Alba shades on each side of the body.

The windshield is of the three-piece full ventilating type.

General specifications follow:

Length—19 ft. 3 in.; width, 88 in.; height, 6 ft. 3 in.; seating capacity, 26 passengers.



## New Walker Light Delivery Electrics

OF interest to the trade is an announcement of the enlargement of the line of the Walker Vehicle Co., Chicago, Ill. The addition is a new light delivery model. This Model 12, one-half ton job completes the Walker line of  $\frac{1}{2}$ , 1-,  $1\frac{1}{2}$ -, 2-,  $3\frac{1}{2}$ - and 5-ton load capacities. It is equipped with a standard "Ford" type delivery body and has a low frame, with the driver's entrance back of the front wheels for "many-stop" city route deliveries. The job is particularly practical and economical as a substitution for present horse-drawn vehicles used in "many-stop" deliveries. The price in view of economy in operation and satisfactory performance, is stated to be well within range of all light delivery car users, such as bakers, laundries, grocers, department stores, etc.

Longer bodies up to 80 in. long back of seat may be applied by purchasers, as frames 72 in. long back of seat are also furnished.

Specifications of this new Walker chassis follow:

Load Capacity—1000 lb. maximum when battery and body weigh 2000 lb. Mileage—Per charge of battery approximately 40 miles on level, hard, smooth pavement with half load. Maximum Speed—15 m.p.h. with half load on level, hard, smooth pavement.

Wheel Gage—56 in. Wheelbase—104 in. Frame Length back of seat—60 or 72 in. Frame Height—approximately 26 in. loaded.

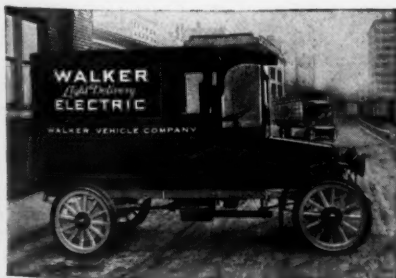
Battery Equipment—42 cells 11 W. M. T. Philadelphia, or 42 cells 9 M. V. Ironclad, or 60 cells A-5 Edison (mounted under hood and in body).

Frame—Pressed steel, channel section, securely riveted and braced. Springs—Semi-elliptic, chrome vanadium steel. Hood—Hinged hood for front battery.

Drive—Single motor—propeller shaft with two universal joints—single reduction spiral bevel gear drive axle type. Motor—Series type with ball bearings. Mounted centrally under frame. (60-volt motor for Edison battery—80-volt motor for lead battery).

Front Axle—Drop-forged steel axle, knuckles and arms. Roller bearings. Rear Axle—Spiral bevel gear, single reduction type. Roller bearings.

Wheels—Artillery type wood wheels.



Walker Adds This New Light Delivery Electric

Tires—Solid rubber pressed-on type, 32 x 3 in. front, 32 x  $3\frac{1}{2}$  in. rear.

Brakes—Two sets on rear wheels operated by right and left pedals.

Steering—Ross fore and aft type, located on left side.

Speed Control—Series drum type con-

troller, giving 4 speeds forward and 2 reverse (mounted on frame under foot boards).

Wiring—Large capacity with best insulation.

Lubrication—All parts run in oil or lubricated by pressure grease system.

Accessories—Two head lights, tail light, safety switch and key, hand horn, charging plug and receptacle, front fenders, steps, tools. If chassis is furnished without body it is painted with priming coat only.

## Sixty-Six Passenger Fruehauf

A NOVEL six-wheel bus unit was recently designed by the Fruehauf Trailer Co., Detroit, Mich., for the Detroit Department of Parks and Boulevards. It is used for carrying passengers between points in Belle Island Park, and is believed to be the first unit of its kind to be used in the country.

With its seating capacity for sixty-six, it is declared the largest single deck bus in service. All loading and unloading is from platforms and through four folding doors. The compressed air operated doors are controlled by the driver from his seat. The trailer is also equipped

The bus is equipped with long flat springs of special alloy steel and cushion wheels are used on both truck and trailer. The bus interior is similar in appearance to a modern street car with cane upholstered seats. The side walls are finished in natural oak and the ceiling in imitation mahogany. Ventilation is provided by ventilators installed in the roof and lighting power is furnished by battery. Although the bus body is 29 ft. long, the vehicle can be turned in a radius of  $39\frac{1}{2}$  ft., less than an ordinary long wheelbase motor truck.

The truck is a  $3\frac{1}{2}$ -ton model with wheelbase of 10 ft., the total wheelbase



Fruehauf Brings Out This New "Six-Wheeler" With a Seating Capacity for Sixty-six Passengers

with air controlled brakes. As doors and brakes are operated with the same valve, it is impossible to open the doors without first setting the brakes; likewise the brakes cannot be released without the doors being closed. With the service and emergency brakes, which are standard equipment on the truck, three complete and separate sets of braking systems are provided which may be operated independently or at one time.

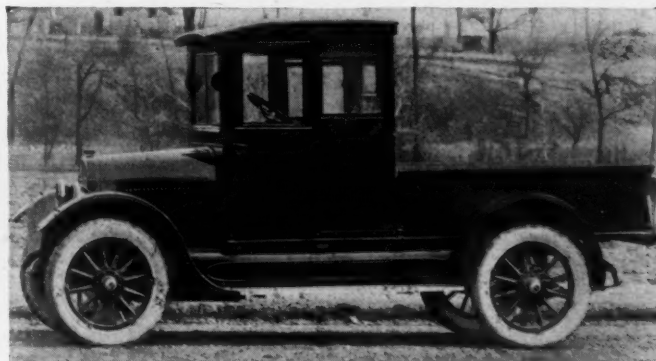
being 30 ft. and overall length 37 ft. Compressed air is carried in a small tank fastened on the running board of the truck and is supplied by pump driven from the engine. The connection to the trailer is through flexible tubing with quick detachable couplings.

The trailer is detachable and equipped with folding supports at the front for employment when disconnected from the truck.

### New Buick "Special Delivery" Light Truck Recently Brought Out by the Buick Motor Co., Flint, Mich.

It is equipped with express body and vestibule and lists at \$985 f.o.b. factory. This same job can be furnished with canopy top delivery and roll side curtains at a list of \$985, and as a panel side delivery with steel panels at \$980. The chassis and its various components are identical to those found in

regular Buick four-cylinder passenger chassis. The wheelbase is 109 in. and the engine has a bore and stroke of  $3\frac{1}{2}$  in. x  $4\frac{1}{4}$  in. respectively. The rear axle is three-quarter floating, and the tires are 31 x 4 in. cords. The equipment includes Alemite chassis lubrication and complete electrical equipment.





## Thirty-Passenger Imperial Omnibus Now Being Announced

**T**HE 30-passenger Imperial omnibus recently announced has made considerable progress in production and is now stated as coming through in increasing quantities.

The Trackless Transportation Corp., 300 Madison Ave., New York City, which manufactures this low center of gravity omnibus, realizing that the motor bus has a definite place in transportation, designed every element of this omnibus to thoroughly cover the purpose intended. Also, cognizance has been taken of the fact that the motor truck was built for freight carrying purposes, and has only been used in passenger bus service because a properly designed vehicle was not obtainable.

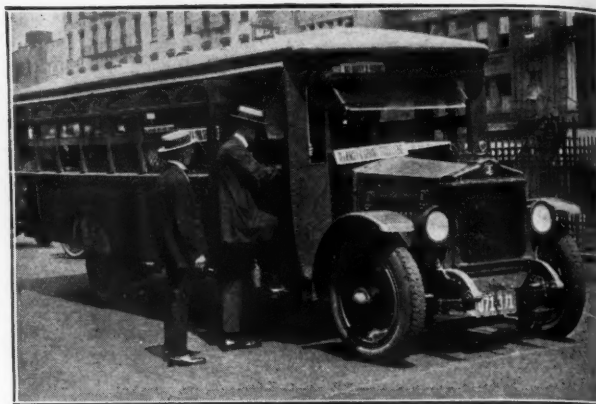
Disregarding truck practice in design this company has developed a vehicle specifically for the carrying of passengers. Great stability, ease of riding, comfort and convenience of passengers, a low center of gravity and a maximum in safety; some of the factors claimed to have been met.

The low center of gravity is produced by a kick-up in the frame, underslung springs and a drop front axle, with the result that the floor is but 26 in. from the ground. The front wheel track is 66½ in., while the rear track is 71 in., tending to stabilize and entirely do away with side sway. A wide frame is used instead of the usual motor truck frame. The wheelbase is 195 in.; 25 ft. overall length.

In addition this company is preparing to bring out a 16- to 20-passenger light job of the same design, and it is expected that this will successfully meet the conditions existing in the large cities where traffic conditions are heavy, it being built ruggedly to withstand heavy overload. A Midwest engine of special design will constitute the power plant. The bodies are rigidly mounted on steel trusses and sills.

Briefly: Standard Imperial bodies are light; all steel or DeLuxe wood, carbuilt construction, with attractive lines and luxurious appointments. They are equipped with Marshall spring cushion leather seats; emergency door at rear; window guard rails; ventilators; heaters; dome;

**This New Thirty-Passenger Imperial Omnibus Embodies Many Distinctive Bus Features Entirely Apart From Ordinary Truck Practice.**



## A New Whitfield Speed-Coach Body Replete With Features

**T**HE purpose of designing this body was to supply a light bus body which would not alone be comfortable to the maximum degree, but at the same time present an attractive appearance. Some novel features are incorporated in this new job, built by W. H. Whitfield, of Pen Yan, N. Y.

The following specifications will give the reader an adequate idea of the construction and equipment of this body.

Dimensions:—Length over all, 14½ ft.; width over all, 70 in.; headroom, 68 in.; capacity—fourteen passengers with driver body weight—14000 lb.; complete height of body from ground (extreme head of roof), 98 in.; 11½ in. step from running-board of chassis onto floor of body.

Floor:—Matched hardwood, which provides a resilient foundation, and permits low-hung construction, eliminates cumbersome steps, has fewer parts and reduces body weight.

Frame:—Made entirely of seasoned hardwoods, glued, screwed and bolted

together; well ironed at every corner. Whitfield design of graceful, streamline curves are built into the body with ash posts cut from natural curve with rafters steamed and bent to form. Panels are of heavy gage auto steel. Wheel housings are dust tight.

Upholstery:—Passengers are cushioned on double coil springs, 6 in. deep, well padded and covered with DuPont fabrikoid, gray.

Windows:—Glazed with 26 oz. coach glass set into sash in rubber. Sash raise 9 in. in felt lined steel channel, thereby preventing rattle, warping and binding. Care in fitting windows, use of weather stripping and special channel make a perfectly weather-proof body.

Refinements:—Include pillar lights with switch on instrument board with accessible wiring. Marker lights, red and green. Racks for advertising cards; emergency door in rear of body; entrance door, silent and positive-acting; no steps except chassis running board; battery compartment under driver's seat with tool box on running board; moldings of metal attached with oval head screws. Smith windshields set at an angle increase vision, eliminates reflection and reduces wind resistance. Special "V" shaped front gives the distinguishing mark of the Whitfield DeLuxe Coach designed for Larrabee Speed Six.

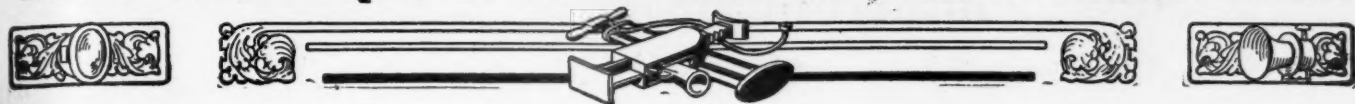
Finish:—Standard finish is in Mojave gray applied in eight separate operations, trimmed in red stripe, lettered in gold leaf with red outline. Roof is covered with dark brown fabrikoid. The interior is finished in gray enamel, with light roof; all fittings are nicked. Panels can be finished with Fabrikoid if desired, thus producing a most unique, serviceable and distinguished finish, allowing the operator of several buses to own a fleet uniform in finish and attractive in appearance.



Many Novel Features Are Incorporated in This New Whitfield Job



# TRUCK EQUIPMENT AND APPLIANCES



## The Scoe Carburetor

In the Scoe carburetor recently introduced by the Briscoe Devices Corp., Pontiac, Mich., the metering pin is operated by the air shutter and its travel is therefore governed entirely by the quantity of air being drawn in by the engine. An interesting and valuable feature of the design is that the mixture curve has no inherent form, but may be varied to meet any practical requirement of the motor. The metering pin carries two entirely separate jets, one of which is so arranged that its feed may be held constant or diminished as the air shutter rises, and the other may be held constant or increased. By varying the proportions and the timing of these two jets, it is possible to get practically any mixture ratio curve desired, at any degree of opening. A representative ratio curve, which has been found to meet the demands of the average engine far more completely than a flat, or symmetrical curve, has the following characteristics: fairly rich for idling, richer for slow pulling and acceleration, lean for normal driving at ordinary speeds, and slightly richer for high speed.

In the Scoe type of carburetor, sharp and clean shift from one mixture ratio to another is accomplished by mechanically restricting one of the jets at a predetermined point in the metering pin travel. This point may be timed to meet the requirements of various engines and vehicle loads.

The functioning of the instrument is simple. The air passes under the air shutter which is hinged at the rear and

which raises and lowers according to the amount of air which is being drawn through the carburetor. The metering pin is articulated with the air shutter and carries, at its lower end, a dash pot working in a well of gasoline to guard against too sudden fluctuations of the air shutter in acceleration and deceleration.

The metering pin itself carries two distinct jets. The central jet is fed by two lateral holes and is adjustable at the top with a baffling screw. Since the central jet supplies most of the fuel in the idling position, this adjustment controls the idling mixture. The location of the upper lateral feed hole governs the timing of the jet restriction, or the car speed at which the mixture becomes leaner.

The second jet is a flat, milled on the front side of the metering pin stem, the jet being formed by the space between this flat and the guide in which the metering pin operates. The stream of air always holds the metering pin forward in its guide so that the manufacturing limits in the clearance of these two parts do not affect the metering. The flat jet terminates at the top in a step which permits the fuel to feed very slowly even while the motor is idling. This feed is used to keep the column of fuel constantly at the top of the flat jet and available for quick acceleration. The main portion of the flat jet starts 1-16 in. from the head of the metering pin and continues at a uniform depth of about .011 for a distance of 7-16 in., from which point its depth increases in a uniform taper. Any of these dimensions of course, may vary as conditions require.

When the motor is idling or when the car is running under normal conditions at 8 m.p.h. or under, the air drawn through the carburetor is not sufficient to raise the air shutter. This is the first phase. The flat jet is consequently not brought into full operation and the feed is almost entirely through the central jet. Both lateral holes are feeding this jet so that its discharge is restricted only by the setting of the adjusting screw at the top.

In the second phase the car is running under normal load at 16 m.p.h. or under or is running at full load between 5 and 8 m.p.h. The latter is a frequent

condition where the car is being accelerated from a slow idle on high gear, and is the condition which requires the richest mixture. The amount of air drawn in is sufficient to raise the air shutter from 1-16 to 5-32 in. The upper lateral feed hole for the central jet is so located that it will deliver an unrestricted flow through this range. The flat jet cuts in at 1-16 of an in. and feeds almost as much as at the mileage position.

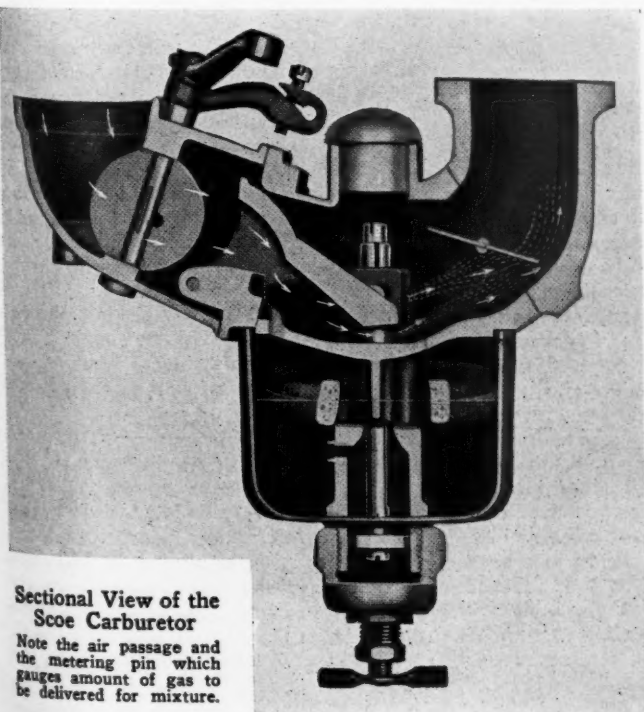
In the third phase it is necessary to reduce the quantity of fuel sharply even though the air opening is being increased by the raising of the air shutter. This decrease in fuel is accomplished by so locating the upper feed hole for the central jet that it will enter the metering pin guide and be closed at this point. The discharge of the central jet is now restricted to the fuel admitted by the lower lateral feed hole which is much smaller. The size of this feed hole is varied for different types of motor so that the driving mixture will be held at convenient leanness. This phase of operation covers speeds from 18 to 35 m.p.h. under normal load, or from 8 to 18 m.p.h. at full load.

The fourth phase is at speeds between 35 and 55 m.p.h. under normal conditions, the metering pin operates at a height ranging from 7-16 to  $\frac{7}{8}$  in., according to speed. This corresponds to full load operation at 18 m.p.h. and over. It is desirable here to use a little wider margin of safety on the mixture ratio, since the ratio at this speed does not materially affect the average mileage. The central jet therefore delivers its restricted flow as in the third phase and the flat jet increases in depth by a gradual taper to correspond with the mixture requirements at a wider air shutter opening.

It will be noted that in the Scoe carburetor the Venturi is formed by the space between the air shutter and the floor of the carburetor. As the air shutter rises, the size of this Venturi is increased, thus approximating a constant air speed over the jets. With this variable Venturi it is possible to allow a considerably larger opening at high speeds than would be the case if one fixed size had to be selected. At the same time, the air velocity over the jets at slow motor speeds is very much higher than would be the case if a compromise fixed Venturi were used. The effect of this is to give better mixing at low speeds and less resistance at high speeds, with a corresponding increase in volumetric efficiency.

## Use for Obsolete Radiator Shells

The Cadillac Motor Car Co. suggests the use of obsolete radiator shells as bulletin boards, especially for "Safety First" signs. A glass front can be inserted.



Sectional View of the Scoe Carburetor

Note the air passage and the metering pin which gauges amount of gas to be delivered for mixture.



### Butler Vaporizer

The Butler Vaporizer recently placed on the market by the Butler Vaporizer Corp., 7 East 42nd St., New York City, is designed to impart to gas mixture, maximum volatility. It is installed between the carburetor and the intake manifold and consists of seven copper tubes, through which the fuel mixture passes, enclosed in a cast iron heating jacket. The hot gases from the exhaust pipe are bypassed around these tubes and led out by another pipe terminating beneath the engine pan.

The tube arrangement causes the gasoline to be flashed into a dry gas as it comes into direct contact with sufficient heat. It does away with the large central passage of cold mixture existing where it is surrounded by only one wall. This



Note the Copper Tube Construction of This Butler Vaporizer

fast-moving central column of fuel, it is explained, is usually carried into the cylinders in its original liquid condition to cause incomplete combustion, gas knocks and heavy carbon deposits.

The seven small tubes in the Butler vaporizer is claimed to eliminate the "cold center," instead bringing all the liquid fuel into contact with heated surfaces. It eliminates carbon deposits and crankcase oil dilution. It reduces fuel consumption twenty to forty per cent, as repeatedly proven in official tests at Yale University and in the Tracey Laboratories.

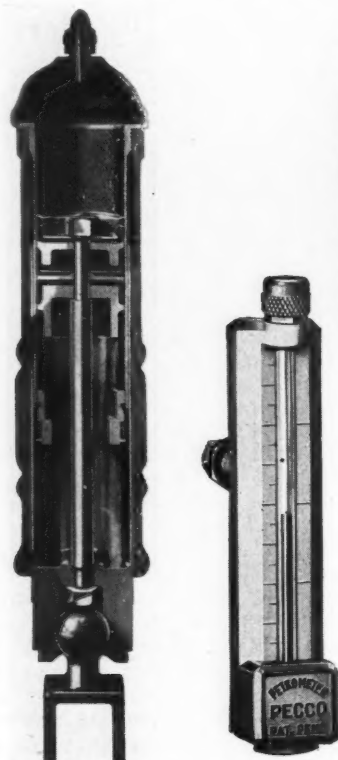
This device is claimed to eliminate carbon deposits, crankcase oil dilution and to facilitate starting with a cold engine in cold weather.

### Gruss Air Springs to be Nationalized

The Cleveland Pneumatic Tool Co., one of the largest manufacturers of its line in the world, with distribution branches in all large cities, recently secured manufacturing and sales rights for Gruss Air Springs, a device which utilizes cushions of compressed air to absorb road shocks and vibrations. They have been manufactured for several years on the Pacific Coast by the Pneumatic Cushion Co., of San Francisco, patentees.

The Gruss Air Spring utilizes cushions of compressed air, encased in four metal cylinders, to absorb road shocks and vibrations. The outer shell fastens to the frame of the vehicle, and the sliding unit fastens to the end of the standard spring by means of the spring ball shackle at the bottom.

This spring operates as follows: Oil is injected into the oil chamber until it is completely filled, and as the oil rises it traps a quantity of air in the lower air chamber. A little oil is then added above the piston to act as a seal to keep the air positively confined in the air chamber after it is inflated by an air hose, which is attached to air valve similar to that used on a tire. As the air enters the upper chamber and compresses, it lifts the vehicle until the piston is in position and



Sectional View of a Gruss Air Spring

Petrometer Gas Gage, for Determining Gas Content.

the vehicle in normal riding position. The vehicle is thus suspended on four resilient cushions of compressed air. All recoils are checked by the cushions of air in the lower air chamber.

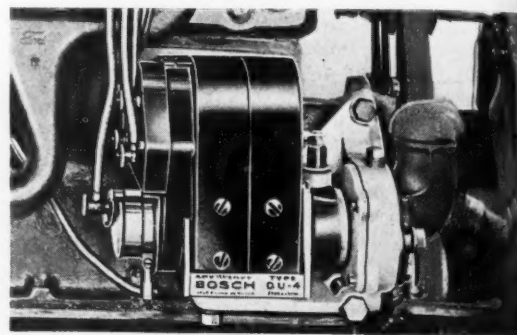
When the steel spring rebounds after a severe compression it tends to pull the piston downward, which is prevented as follows: As the piston starts downward the oil must pass through the oil ring, thus retarding its movement, and thereby causing the oil to rise in the lower air chamber, compressing the air and affording an air cushion below as well as above.

A ball joint in the spring shackle for rear installation prevents rocking and side sway. This spring is made in four sizes: Junior—for cars up to 2600 lb.; Standard—for cars over 2600 lb. and light trucks; Transport Special—for motor buses; and Heavy Duty, for trucks over 2-tons capacity.

### New Bosch Magneto Fitting

The American Bosch Magneto Corp., Springfield, Mass., recently brought out another new ignition system especially designed for Ford cars and trucks. This new fitting is designed especially for Fords of 1919 and later, that are not equipped with generators.

The Bosch engineers have taken advantage of the revised Ford engine construction provided in 1919 by making simple fitting for mounting the Bosch magneto in place of the generator. To attach it is only necessary to remove the generator adapter casting, and to mesh the single gear of the fitting with the camshaft gear, bolting the fitting in place. The installation can be made quickly and easily, it being unnecessary to take off any complicated fitting.



New Bosch Ignition System, Designed Especially for Fords, Properly Installed

This new fitting can be supplied with either of two types of Bosch magnetos—the DU or ZR.

The Bosch Magneto Fitting is claimed to enable a Ford owner to get greater economy and power; complete burning of gas in the cylinders is assured.

### Petrometer, Type A

The Petrometer, type A, offered by the Porter Electric Carburetor Co., Knickerbocker Bldg., 42nd & Broadway, New York City, is a dash gasoline gage that shows the amount of gasoline in a tank which is open to the air, such as those using the gravity or vacuum system of fuel feed.

It is connected by a small hollow wire, which extends in enlarged form through a special fitting at the top to the bottom of the tank. When the tank is filled, the fuel entering the bottom of the tank tube compresses the air in the tube, and this compression, transmitted by the air through the hollow wire, is registered by a special red fluid in the glass gage on the dash. This fluid is visible in all light and from all practical positions.

Due to a pressing need of expansion to take care of the large number of orders of the Mason Tire & Rubber Co., Kent, O., this company has bought the Owen Tire & Rubber Co. at Bedford, O., and will manufacture one sized cord tires at the new plant. A capacity of 1500 tires a day is set as the starting production mark. The Mason Co. has been furnishing the Ford Motor Co. with tires for many years.



# Replacement Table—Corrected Monthly

Including Piston Ring Sizes, Carburetor Sizes, Hose Sizes, Fan Belt Sizes, Brake Lining Sizes and Truck Frame Dimensions

Note: Under Carburetor Inlet Diameter Will be Found Either the Size of Main Air Intake or the Gasoline Fuel Line

Fan Belt Type: V—V-Shape, F—Flat, R—Round

Name, Model and Tonnage	ENGINE										BRAKE LINING							FRAME				
	Piston Rings		Carburetor			Upper Hose		Lower Hose		Fan Belt			Service				Emergency			Length	Width	
	No. per Cyl.	Width	Outlet Diameter	Inlet Diameter	Vertical or Horizontal	Length	Width	Length	Width	Length	Width	Type	Length	Width	Thickness	No. of Pieces	Length	Width	Thickness	No. of Pieces	Back of Driver's Seat	Over All
Acason R-1	4	1 1/4	1										11 1/2	3	3 1/2	2	11 1/2	3	3 1/2	2	112	34
Acason RB-1 1/2	4	1 1/4	1										11 1/2	3	3 1/2	2	11 1/2	3	3 1/2	2	112	34
Acason H-2 1/2	4	1 1/4	1										13 1/2	3 1/2	3 1/2	2	13 1/2	3 1/2	3 1/2	2	130	35
Acason L-3 1/2	3	1 1/4	1										16	3 1/2	3 1/2	2	16	3 1/2	3 1/2	2	163 1/2	35
Acason M-5	3	1 1/4	1										18	4 1/2	4 1/2	2	18	4 1/2	4 1/2	2	167 1/2	35
Ace, Series A-1 1/2	3	1 1/4	1 1/4	H	10 3/4	2 1/4	6 1/2	2	37 1/2	1	F	12	12	3 1/2	4	4	12	3 1/2	4	4	122 1/2	32
Ace, Series A-2 1/2	4	1 1/4	1 1/4	V	11	2 1/4	5 1/2	1 1/4	33	1 1/4	F	13	13	3 1/2	4	4	13	3 1/2	4	4	144 1/2	32
Acme 20-1	3	1 1/4	1	V	11	2	11	2	38 3/4	1 1/4	V	10 1/2	10 1/2	3 1/2	4	4	10 1/2	3 1/2	4	4	110 1/2	34
Acme 30-1 1/2	3	1 1/4	1	H	11	2	11	2	38 3/4	1 1/4	V	12	12	3 1/2	4	4	12	3 1/2	4	4	110 1/2	34
Acme 40-2	4	1 1/4	1	H	11	2	11 1/2	1 1/2	40	1 1/4	V	12	12	3 1/2	4	4	12	3 1/2	4	4	123 1/2	34
Acme 60-3	4	1 1/4	1 1/4	H	10	1 1/4	11	1 1/4	33 3/4	1 1/4	V	13	13	3 1/2	4	4	13	3 1/2	4	4	132 1/2	34
Acme 60L-3	4	1 1/4	1 1/4	H	11	1 1/4	13	1 1/2	33 1/2	1 1/4	V	13	13	3 1/2	4	4	13	3 1/2	4	4	140 1/2	34
Acme 90-4 1/2	4	1 1/4	1 1/4	H	10 1/2	1 1/2	13	1 1/2	33 1/2	1 1/4	V	15 1/2	15 1/2	3 1/2	4	4	15 1/2	3 1/2	4	4	150 1/2	36
Acme 125-6 1/4	3	1 1/4	1 1/4	H	11	2	11 1/2	2	40 1/2	2	F	18	18	4	4	4	18	4	4	4	159 1/2	37
American 25-2 1/2	4	1 1/4	1 1/4	V	19	1 1/4	17	1 1/2	38	2	F	19	19	2 1/4	2	2	19	2 1/4	2	2	142	33
American 40-4	4	1 1/4	1 1/4	V	19	1 1/4	17 1/2	1 1/4	38	2	F	57	57	2 1/2	2	2	41 1/2	2 1/2	2	2	142	37
American 50-5	4	1 1/4	1 1/4	V	19	1 1/4	17 1/2	1 1/4	38	2	F										158	37
Apex C-1	3	1 1/4	1	V	12	2	12	2	36 1/2	1 1/4	F	42	42	2	2	2	41 1/2	2	2	2	102	35 1/2
Apex D-1 1/2	3	1 1/4	1	V	12	2	12	2	36 1/2	1 1/4	F	42	42	2	2	2	41 1/2	2	2	2	102	35 1/2
Apex E-2 1/2	4	1 1/4	1	V	12	2	12	2	32	1 1/4	F	54	54	2 1/4	2	2	53 1/2	2 1/4	2	2	128	31 1/2
Apex G	3	1 1/4	1	V	12	2	15 1/2	2	34 1/2	1 1/4	F	24	24	2	2	2	41 1/2	2	2	2	102	35 1/2
Armleder 21-1 1/2	4	1 1/4	1	V	12	1 1/4	16 1/2	1 1/4	31 1/2	2	F	11 1/2	11 1/2	3 1/2	4	4	11 1/2	3 1/2	4	4	Opt	32
Armleder 40B-1 1/2	4	1 1/4	1	V	12	1 1/4	16 1/2	1 1/4	31 1/2	2	F	13 1/2	13 1/2	3 1/2	4	4	11 1/2	3 1/2	4	4	Opt	32
Armleder 40C-1 1/2	3	1 1/4	1	V	10	1 1/2	11 1/2	1 1/2	35	1 1/4	F	13 1/4	13 1/4	3 1/2	4	4	11 1/2	3 1/2	4	4	Opt	32
Armleder KW-3 1/2	4	1 1/4	1	V	12	2	16 1/2	1 1/4	35 1/2	2	F	42	42	3	3	1	16	3 1/2	4	8	Opt	36
Armleder KWC-3 1/2	3	1 1/4	1	V	10	1 1/2	16 1/2	1 1/2	35 1/2	2	F	42	42	3	3	1	16	3 1/2	4	8	Opt	36
Armleder HWB-2 1/2	4	1 1/4	1	V	12	1 1/4	16 1/2	1 1/4	33 1/2	2	F	13 1/4	13 1/4	3 1/2	4	4	13 1/4	3 1/2	4	4	Opt	32
Armleder HWC-2 1/2	4	1 1/4	1	V	10	1 1/2	11 1/2	1 1/2	35	1 1/4	F	13 1/4	13 1/4	3 1/2	4	4	13 1/4	3 1/2	4	4	Opt	32
Atco B-1 1/2	4	1 1/4	1	V	11	2	11	2	31 1/2	2	F	25 1/2	25 1/2	2 1/2	2	2	18	2 1/2	2	2	109 1/2	32
Atco B1-1 1/2	4	1 1/4	1	V	11	2	11	2	31 1/2	2	F	46	46	2 1/2	2	2	46	2 1/2	2	2	109 1/2	32
Atco A-2 1/2	4	1 1/4	1 1/4	V	12	2	11	1 1/4	33 1/4	1 1/4	F	25 1/2	25 1/2	2 1/2	2	2	18	2 1/2	2	2	124 1/2	33
Atlas 21-1	3	1 1/4	1	H	9	2 1/4	14 1/2	2 1/4	31 1/2	1	F	40	40	2 1/4	1 1/4	1	22 1/2	2 1/4	1	1	84 1/2	33 1/2
Atterbury 20R-1 1/2	4	1 1/4	1	V	8	1 1/4	14	1 1/4	38 1/4	1 1/4	F	11	11	3 1/2	4	4	11	3 1/2	4	4	122 1/2	34
Atterbury 7CX-2 1/2	3	1 1/4	1	V																		



## Replacement Table—Continued

Name, Model and Tonnage	ENGINE										BRAKE LINING								FRAME			
	Piston Rings		Carburetor			Upper Hose		Lower Hose		Fan Belt			Service				Emergency				Length	Width
	No. per Cyl.	Width	Outlet Diameter	Inlet Diameter	Vertical or Horizontal	Length	Width	Length	Width	Length	Width	Type	Length	Width	Thickness	No. of Pieces	Length	Width	Thickness	No. of Pieces	Back of Driver's Seat	Over All
Clydesdale 18-3/4-1-1/4	3	1 1/2	1 1/2	1 1/2	V	15	2	12	2	41	1 1/2	V	11 1/4	2 1/2	1 1/4	4	11 1/4	2 1/2	1 1/4	4	95	34
Clydesdale 10-3/4-1-1/4	3	1 1/2	1 1/2	1 1/2	V	9	2	9	2	41	1 1/2	V	11 1/4	2 1/2	1 1/4	4	11 1/4	2 1/2	1 1/4	4	109	34
Collier 18-1	3	1 1/2	1 1/2	1 1/2	V	9 1/2	2	10 1/2	1 1/2	40	1 1/2	F	24	3 1/2	1 1/4	4	24	3 1/2	1 1/4	4	106	35 1/2
Collier 19-1 1/2	3	1 1/2	1 1/2	1 1/2	V	9 1/2	2	10 1/2	1 1/2	40	1 1/2	F	24	3 1/2	1 1/4	4	24	3 1/2	1 1/4	4	120	32
Collier 21-2	3	1 1/2	1 1/2	1 1/2	V	6	1 1/2	10 1/2	1 1/2	40	1 1/2	F	27 1/2	3 1/2	1 1/4	4	27 1/2	3 1/2	1 1/4	4	132	32
Collier 22-2 1/2	3	1 1/2	1 1/2	1 1/2	V	6	1 1/2	10 1/2	1 1/2	40	1 1/2	F	27 1/2	3 1/2	1 1/4	4	27 1/2	3 1/2	1 1/4	4	144	32
Commerce T-1500	3	1 1/2	1 1/2	1 1/2	V	10	2	10	2	44	1 1/2	V	50	2 1/2	1 1/4	2	48 1/2	2 1/2	1 1/4	2	92 1/2	34
Commerce 12-3000	3	1 1/2	1 1/2	1 1/2	V	10	2	10	2	44	1 1/2	V	45	2 1/2	1 1/4	2	43	2 1/2	1 1/4	2	99 1/2	34
Commerce 16-4000	3	1 1/2	1 1/2	1 1/2	V	10	2	10	2	44	1 1/2	V	50 1/2	2 1/2	1 1/4	2	48	2 1/2	1 1/4	2	108 1/2	34
Commerce 18-5000	3	1 1/2	1 1/2	1 1/2	V	6	1 1/2	11	1 1/2	33	1 1/2	V	50 1/2	2 1/2	1 1/4	2	48	2 1/2	1 1/4	2	128 1/2	34
Concord A-2	4	1 1/2	1 1/2	1 1/2	H	11	2	9 1/2	1 1/2	34	1 1/2	F	12	3 1/2	1 1/4	4	12	3 1/2	1 1/4	4	108 1/2	32 1/2
Concord AX-2	4	1 1/2	1 1/2	1 1/2	H	11	2	9 1/2	1 1/2	34	1 1/2	F	12	3 1/2	1 1/4	4	12	3 1/2	1 1/4	4	122 1/2	32 1/2
Concord B-3	4	1 1/2	1 1/2	1 1/2	H	11	2	9 1/2	1 1/2	34	1 1/2	F	13 1/2	3 1/2	1 1/4	4	13 1/2	3 1/2	1 1/4	4	122 1/2	32 1/2
Concord BX-3	4	1 1/2	1 1/2	1 1/2	H	11	2	9 1/2	1 1/2	34	1 1/2	F	13 1/2	3 1/2	1 1/4	4	13 1/2	3 1/2	1 1/4	4	155 1/2	32 1/2
Corbitt E-1	3	1 1/2	1 1/2	1 1/2	V	8	2	14	2	38	1 1/2	V	19	2 1/2	1 1/4	2	19	2 1/2	1 1/4	2	105	34
Corbitt D-1 1/2	3	1 1/2	1 1/2	1 1/2	V	8	2	14	2	38	1 1/2	V	45 1/2	2 1/2	1 1/4	1	45 1/2	2 1/2	1 1/4	1	120	34
Corbitt C-2	3	1 1/2	1 1/2	1 1/2	V	14	1 1/2	13	1 1/2	36	1 1/2	F	51 1/2	2 1/2	1 1/4	1	51 1/2	2 1/2	1 1/4	1	138	35
Corbitt B-2 1/2	3	1 1/2	1 1/2	1 1/2	V	14	1 1/2	13	1 1/2	36	1 1/2	F	51 1/2	2 1/2	1 1/4	1	51 1/2	2 1/2	1 1/4	1	138	35
Corbitt AA-5	3	1 1/2	1 1/2	1 1/2	V	13	1 1/2	8	1 1/2	36	2	V	69 1/2	3	1 1/4	3	69 1/2	3	1 1/4	3	160	38
Corbitt A-3 1/2	3	1 1/2	1 1/2	1 1/2	V	13	2	14	2	36	1 1/2	V	64	2 1/2	1 1/4	1	64	2 1/2	1 1/4	1	160	35
Cyclone A-3000	3	1 1/2	1 1/2	1 1/2	V	16	2	16	2	32 1/2	1 1/2	F	21 1/4	2 1/2	1 1/4	4	19 1/4	2 1/2	1 1/4	4	113	34
Dart S-1 1/2	3	1 1/2	1 1/2	1 1/2	H	11	2	8	1 1/2	36	1 1/2	F	19	1 1/2	1 1/4	4	19	1 1/2	1 1/4	4	112	34
Dart M-2 1/2	4	1 1/2	1 1/2	1 1/2	H	11	2	13	1 1/2	35	2	F	10	2 1/2	1 1/4	2	19	2 1/2	1 1/4	2	124	34
Dart W-3 1/2	4	1 1/2	1 1/2	1 1/2	H	11	2	12	1 1/2	36	2	F	28	2 1/2	1 1/4	4	28	2 1/2	1 1/4	4	144	38
Day-Elder AS-1	3	1 1/2	1 1/2	1 1/2	V	9	2	9 1/2	2	40	1 1/2	V	19	2 1/2	1 1/4	4	19	2 1/2	1 1/4	4	108	35
Day-Elder B-1 1/2	3	1 1/2	1 1/2	1 1/2	V	9	2	9 1/2	2	40	1 1/2	V	19	2 1/2	1 1/4	4	19	2 1/2	1 1/4	4	120	35
Day-Elder D-2	3	1 1/2	1 1/2	1 1/2	V	4	2	9	1 1/2	35	2	F	45	2 1/2	1 1/4	2	45	2 1/2	1 1/4	2	125	35
Day-Elder C-2 1/2	3	1 1/2	1 1/2	1 1/2	V	10 1/2	2	12	1 1/2	36 1/2	1 1/2	F	52	2 1/2	1 1/4	2	52	2 1/2	1 1/4	2	123	35
Day-Elder F-3 1/2	3	1 1/2	1 1/2	1 1/2	V	6 1/2	1 1/2	12	1 1/2	35 1/2	1 1/2	F	56 1/2	2 1/2	1 1/4	2	56 1/2	2 1/2	1 1/4	2	148	35
Day-Elder E-5	4	1 1/2	1 1/2	1 1/2	V	12 1/2	2	10	1 1/2	38 1/2	1 1/2	F	69	3	1 1/4	3	69	3	1 1/4	3	155	37
Dearborn BW-2	3	1 1/2	1 1/2	1 1/2	V	8 1/2	2	6	1 1/2	37	1 1/2	F	18	2 1/2	1 1/4	2	18	2 1/2	1 1/4	2	130	32
Dearborn F-1 1/2	3	1 1/2	1 1/2	1 1/2	V	12	2	8	1 1/2	37	1 1/2	F	16 1/2	2 1/2	1 1/4	2	16 1/2	2 1/2	1 1/4	2	96 1/2	34
Dearborn C-1	3	1 1/2	1 1/2	1 1/2	V	10	2	8	2	40 1/2	1 1/2	F	38	2 1/2	1 1/4	1	38	2 1/2	1 1/4	1	107	32
Defiance B-1 1/2	3	1 1/2	1 1/2	1 1/2	V	10	2	8	2	40 1/2	1 1/2	F	45	2 1/2	1 1/4	1	43 1/2	2 1/2	1 1/4	1	116	34
Defiance C-2	3	1 1/2	1 1/2	1 1/2	V	10	2	8	2	40 1/2	1 1/2	F	54 1/2	2 1/2	1 1/4	1	52 1/2	2 1/2	1 1/4	1	116	34
Defiance D	3	1 1/2	1 1/2	1 1/2	V	10	2	8 1/2	1 1/2	40 1/2	1 1/2	F	45	2 1/2	1 1/4	1	43 1/2	2 1/2	1 1/4	1	120	34
Defiance E	3	1 1/2	1 1/2	1 1/2	V	10	2	8 1/2	1 1/2	40 1/2	1 1/2	F	54 1/2	2 1/2	1 1/4	1	52 1/2	2 1/2	1 1/4	1	120	34
Denby 31-1 1/2	3	1 1/2	1 1/2	1 1/2	V	6	2 1/2	19	2 1/2	38 1/2	1 1/2	F	49	2 1/2	1 1/4	2	47 1/2	2 1/2	1 1/4	2	97 1/2	34
Denby 33-1 1/2	3	1 1/2	1 1/2	1 1/2	V	9	2	12	2	41 1/2	1 1/2	V	8 1/2	2 1/2	1 1/4	2	46 1/2	2 1/2	1 1/4	2	120	33 1/2
Denby 34	3	1 1/2	1 1/2	1 1/2	V	9	2	12	2	41 1/2	1 1/2	V	53 1/2	3	1 1/4	2	50 1/2	3	1 1/4	2	127	34
Denby 35-2 1/2	3	1 1/2	1 1/2	1 1/2	V	8	2	14 1/2	1 1/2	34 1/2	1 1/2	F	8 1/2	2 1/2	1 1/4	2	51	3	1 1/4	2	143 1/2	33 1/2
Denby 27-4	3	1 1/2	1 1/2	1 1/2	V	13	1 1/2	16 1/2	1 1/2	38 1/2	1 1/2	F	8 1/2	2 1/2	1 1/4	2	58	2 1/2	1 1/4	2	140	34
Denby 210-5	3	1 1/2	1 1/2	1 1/2	V	13	1 1/2	16 1/2	1 1/2	38 1/2	1 1/2	F	8 1/2	2 1/2	1 1/4	2	58	2 1/2	1 1/4	2	140	34
Dependable Dispatch A-1 1/2	4	1 1/2	1 1/2	1 1/2	V	14	2 1/2	15	1 1/2	37 1/2	1 1/2	F	53 1/2	2 1/2	1 1/4	1	38 1/2	2 1/2	1 1/4	1	108	33 1/2
Dependable C-2	4	1 1/2	1 1/2	1 1/2	V	14	2 1/2	15	1 1/2	37 1/2	1 1/2	F	53 1/2	2 1/2	1 1/4	1	38 1/2	2 1/2	1 1/4	1	121	33
Dependable D-2 1/2	4	1 1/2	1 1/2	1 1/2	V	10	2 1/2	11 1/2	1 1/2	37 1/2	1 1/2	F	53 1/2	2 1/2	1 1/4	1	38 1/2	2 1/2	1 1/4	1	140	33
Dependable E-3	4	1 1/2	1 1/2	1 1/2	V	10	2 1/2	11 1/2	1 1/2	37 1/2	1 1/2	F	63	2 1/2	1 1/4	1	49	2 1/2	1 1/4	1	152	33
Dependable G-3 1/2	4	1 1/2	1 1/2	1 1/2	V	13	2	13	1 1/2	37 1/2	1 1/2	F	63	2 1/2	1 1/4	1	49	2 1/2	1 1/4	1	170	33
Diamond T-O-3-1	3	1 1/2	1 1/2	1 1/2	V	9	1 1/2	6	1 1/2	35	2	F	48	2 1/2	1 1/4	2	33	2 1/2	1 1/4	2	100	34



## Replacement Table—Continued

Name, Model and Tonnage	ENGINE											BRAKE LINING							FRAME			
	Piston Rings		Carburetor		Upper Hose		Lower Hose		Fan Belt			Service				Emergency			Length	Width		
	No. per Cyl.	Width	Outlet Diameter	Inlet Diameter	Vertical or Horizontal	Length	Width	Length	Width	Length	Width	Type	Length	Width	Thickness	No. of Pieces	Length	Width	Thickness	No. of Pieces	Back of Driver's Seat	Over All
Gersix M-1½	4	1¼	1¼	1¼	H	12	2	14	1¼	36	2	...	46	2	1¼	2	46	2	1¼	2	114	32
Gersix L-3½	4	1¼	1¼	1¼	H	13½	2	16	1¼	36	2	...	56	2½	2½	2	56	2½	2½	2	144	36½
Giant 15A-1½	3	1	1	1	...	...	...	...	...	...	...	...	45½	2	2	4	45½	2	2	4	116½	32
Giant 16-2½	3	1	1	1	...	...	...	...	...	...	...	...	56½	2½	2½	2	46½	2½	2½	2	140½	33
Giant 17-3½	3	1	1	1	...	...	...	...	...	...	...	...	49½	2½	2½	2	47	2½	2½	2	183½	36
G.M.C. K-15	4	1½	1½	1½	V	8½	1½	8½	1½	35½	1½	V	49½	2½	2½	2	47	2½	2½	2	89	34
G.M.C. K-16	4	1½	1½	1½	V	8½	1½	8½	1½	35½	1½	V	49½	2½	2½	2	47	2½	2½	2	89	34
G.M.C. K-20	4	1½	1½	1½	V	10	1½	9½	1½	37½	1½	V	49½	2½	2½	2	47	2½	2½	2	191	33
G.M.C. K-41	4	1½	1½	1½	V	10	1½	9½	1½	37½	1½	V	13	3½	3½	4	13	3½	3½	4	Opt	33
G.M.C. K-71	4	1½	1½	1½	V	11¾	1½	9½	1½	37½	1½	V	15½	3½	3½	4	15½	3½	3½	4	Opt	38
G.M.C. K-101	4	1½	1½	1½	V	11¾	1½	9½	1½	37½	1½	V	17¾	4	4	4	17¾	4	4	4	Opt	38
Gramm-Pioneer 10 Speed	3	1	1	1	V	12	2½	14½	2	29	1	F	48	2	2	2	26	2	2	1	97	30½
Gramm-Pioneer 15-1½	3	1	1	1	V	10½	1½	6	2	39	1½	F	48½	2	2	2	45½	1½	1½	2	120	32
Gramm-Pioneer 65-1½	3	1	1	1	V	10½	1½	6	2	39	1½	F	19¾	1½	1½	4	19¾	1½	1½	4	120	32
Gramm-Pioneer 20-2	3	1	1	1	V	4½	1½	12	1½	32	2	F	45	2	2	4	45	2	2	4	126	32
Gramm-Pioneer 30-3	3	1	1	1	V	11	1½	9	1½	33¾	2	F	22¾	2½	2½	4	22¾	2½	2½	4	129¾	36
Gramm-Pioneer 75P-3½	3	1	1	1	V	11	1½	9	1½	33¾	2	F	22¾	2½	2½	4	22¾	2½	2½	4	129¾	36
Gramm-Pioneer 40-4	3	1	1	1	V	23½	2	13¾	1½	40¾	2	F	32M	2½	2½	4	32	2½	2½	4	144	36
Gramm-Pioneer 50-5-6	3	1	1	1	V	12	1½	11	1½	37	2	F	49	2½	2½	2	47	1½	1½	2	89	32
G. W. W.	3	1	1	1	V	8	1½	12½	1½	32	1½	F	11½	3	3	4	11½	3	3	4	144	38
Hall 2-Worm-2½	3	1	1	1	V	12½	1½	15½	1½	38½	1½	F	15	3¾	3¾	4	15	3¾	3¾	4	180	39
Hall 3½-Worm	3	1	1	1	V	12½	1½	15½	1½	38½	1½	F	18	4	4	4	18	4	4	4	144	39
Hall 5-Worm	3	1	1	1	V	12½	1½	15½	1½	38½	1½	F	18	4	4	4	18	4	4	4	144	39
Hall 7-Chain	3	1	1	1	V	12½	1½	15½	1½	38½	1½	F	18	4	4	4	18	4	4	4	144	39
Harvey WOA-2	4	1½	1½	1½	V	11	2	14	1½	35½	2	F	45	2	2	2	45	2	2	2	136	32
Harvey WFA-2½	4	1½	1½	1½	V	11	2	14	1½	35½	2	F	50	2½	2½	2	50	2½	2½	2	136	32
Harvey WHA-3½	4	1½	1½	1½	V	12	2	14	1½	35½	2	F	56½	2½	2½	2	56½	2½	2½	2	144	35
Hendrickson N-2½	3	1	1	1	V	9	2	7	2	32	1½	R	12	1½	1½	2	12	1½	1½	2	Opt	36½
Hendrickson M-3½	3	1	1	1	V	9	2	7	2	32	1½	R	18	4	4	4	18	4	4	4	Opt	36
Hendrickson K-5	3	1	1	1	V	9	2	7	2	32	1½	R	18	4	4	4	18	4	4	4	Opt	38
Higrade A18-1	3	1	1	1	V	9	2	7	2	32	1½	R	12	1½	1½	2	12	1½	1½	2	85	32
Higrade B20-1½	3	1	1	1	V	9	2	7	2	32	1½	R	18	4	4	4	18	4	4	4	100	32
Hurlburt A1½-2	3	1	1	1	V	...	...	...	...	...	...	...	22	2	2	2	22	2	2	2	132	35½
Hurlburt B2½	3	1	1	1	V	...	...	...	...	...	...	...	24	2½	2½	2	23	2½	2½	2	154	34
Hurlburt C3½-4	3	1	1	1	V	...	...	...	...	...	...	...	26	3	3	2	25	3	3	2	144½	34
Hurlburt D5-5½	3	1	1	1	V	...	...	...	...	...	...	...	28	3	3	2	27	3	3	2	144½	34
Huron-Erie 1½	4	1	1	1	V	...	...	...	...	...	...	...	15	3	3	2	50	2	2	2	121	33
Huron-Michigan 2½	4	1	1	1	V	...	...	...	...	...	...	...	15	3	3	2	50	2½	2½	2	145	33
Indiana 12-1½	3	1	1	1	V	17	1½	14	1½	38½	1	F	17½	2	2	4	17½	2	2	4	108	32
Indiana 20-2	3	1	1	1	V	6	1½	13	1½	26½	1½	F	44	2	2	2	44	2	2	2	126	33
Indiana 25-2½	3	1	1	1	V	6	1½	13	1½	26½	1½	F	51	2½	2½	2	51	2½	2½	2	138	33
Indiana 35-3½	3	1	1	1	V	6	1½	13	1½	26½	1½	F	56	2½	2½	2	56	2½	2½	2	144	34½
Indiana 51-5	3	1	1	1	V	10	1½	17½	1½	26½	1½	F	68	3	3	2	68	3	3	2	156	37½
International S-1500 lbs.-Speed Tr	3	1	1	1	V	9¾	2	17¾	2	30¼	1	F	38	2	2	2	36	2	2	2	90	34
International 21-2000 lbs.	3	1	1	1	V	6	1½	13	1½	38½	1½	F	43¾	2½	2½	2	43¾	2½	2½	2	75	34
International 31-3000 lbs.	3	1	1	1	V	6	1½	13	1½	38½	1½	F	43¾	2½	2½	2	43¾	2½	2½	2	106½	34
International 41-4000 lbs.	3	1	1	1	V	6	1½	13	1½	38½	1½	F	50½	2½	2½	2	50½	2½	2½	2	111	32¼
International 61-6000 lbs.	4	1	1	1	V	9	2	14½	2	38½	1½	F	50½	2½	2½	2	50½	2½	2½	2	118	34
International S-1500 lbs.-Speed Tr	3	1	1	1	V	9	2	14½	2	38½	1½	F	73	2½	2½	2	73	2½	2½	2	147	34
Jackson B-3½	3	1	1	1	V	11	2	8	1½	32½	1½	F	58½	3	3	2	58½	3	3	2	150	36
Kalamazoo G-1	3	1	1	1	V	15½	1½	8	1½	40	1½	F	50	2½	2½	1	34	2½	2½	1	120	32½
Kalamazoo LG	3	1	1	1	V	6	1½	16	1½	39	1½	F	50	2½	2½	1	34	2½	2½	1	120	32½
Kalamazoo NH	3	1	1	1	V	20	1½	19½	1½	42	2	F	52	2½	2½	1	52	2½	2½	1	144	33
Kalamazoo HD	3	1	1	1	V	20	1½	19½	1½	42	2	F	52	2½	2½	1	52	2½	2½	1	120	33
Kalamazoo SK	3	1	1	1	V	20	1½	19½	1½	42	2	F	57	2½	2½	1	57	2½	2½	1	152	36
Kalamazoo OK	3	1	1	1	V	20	1½	19½	1½	42	2	F	68	3	3	1	68	3	3	1	152	36
Kearns H-1	3	1	1	1	H	16	2	16	2	33	1	F	42	2	2	1	21	2	2	2	90	34
Kearns N-2	3	1	1	1	H	18	2	18	2	33	1	F	45	2½	2½	1	22	2½	2½	1	120	34
Kelly-Springfield K31-1½	4	1	1	1	V	7	1½	13	1½	54½	1	V	16¾	1½	1½	4	16¾	1½	1½	4	138	34
Kelly-Springfield K34-1½	4	1	1	1	V	7	1½	13	1½	54½	1	V	17¾	1½	1½	4	17¾	1½	1½	4	138	34
Kelly-Springfield K35-2½	4	1	1	1	V	7	1½	13	1½	55½	1	V	16¾	1½	1½	4	16¾	1½	1½	4	138	34
Kelly-Springfield K38-2½	4	1	1	1	V	7	1½	13	1½	55½	1	V	17¾	1½	1							



## Replacement Table—Continued

Name, Model and Tonnage	ENGINE											BRAKE LINING							FRAME			
	Piston Rings		Carburetor			Upper Hose		Lower Hose		Fan Belt			Service				Emergency			Length	Width	
	No. per Cyl.	Width	Outlet Diameter	Inlet Diameter	Vertical or Horizontal	Length	Width	Length	Width	Length	Width	Type	Length	Width	Thickness	No. of Pieces	Length	Width	Thickness	No. of Pieces	Back of Driver's Seat	Over All
Maccar L.	3	1 1/4	1 1/4	1 1/4	V	9 1/2	1 1/2	10	1 1/4	30 3/4	3 1/4	F	11 1/2	3 1/4	1/4	4	11 1/2	3 1/4	1/4	4	128 1/2	34
Maccar H.	4	1 1/4	1 1/4	1 1/4	V	9 1/2	1 1/2	15 1/2	1 1/4	41 1/2	3 1/4	F	13 1/4	3 1/4	1/4	4	13 1/4	3 1/4	1/4	4	141 1/2	34
Maccar HA.	4	1 1/4	1 1/4	1 1/4	V	11 1/2	1 1/2	17	1 1/4	41 1/2	3 1/4	F	13 1/4	3 1/4	1/4	4	13 1/4	3 1/4	1/4	4	143 1/2	34
Maccar M-3.	4	1 1/4	1 1/4	1 1/4	V	11 1/2	1 1/2	15 1/2	1 1/4	41 1/2	3 1/4	F	14 1/4	3 1/4	1/4	4	14 1/4	3 1/4	1/4	4	155 1/2	34
Maccar G.	4	1 1/4	1 1/4	1 1/4	V	12	2	20 1/2	1 1/4	40 3/4	3 1/4	F	18	4	1/4	4	18	4	1/4	4	166 1/2	37 1/2
MacDonald A-7 1/2.	4	1 1/4	1 1/4	1 1/4	V	12	2	21	1 1/4	35	2	F	70	3	1/4	1	34	2 1/2	1/4	1	Opt	33 1/2
Mack AB-1 1/2, 2 1/2-Ton-Chain.	4	1 1/4	1 1/4	1 1/4	V	9 1/2	1 1/2	4 1/2	1 1/4	33	1 1/2	F	12 1/4	4	1/4	2	16 1/2	3 1/2	1/4	2	Opt	33 1/2
Mack Dual Reduction-1 1/2-2 1/2.	4	1 1/4	1 1/4	1 1/4	V	9 1/2	1 1/2	4 1/2	1 1/4	33	1 1/2	F	18 1/4	3 1/2	1/4	2	12	6	1/4	2	Opt	33 1/2
Mack AB-Tractor 5 Ton.	4	1 1/4	1 1/4	1 1/4	V	9 1/2	1 1/2	4 1/2	1 1/4	33	1 1/2	F	12 1/4	4	1/4	2	16 1/2	3 1/2	1/4	2	Opt	33 1/2
Mack AC-3 1/2 to 7 1/2 Ton.	4	1 1/4	1 1/4	1 1/4	V	5 3/4	2 1/4	4 1/2	1 1/4	96	1	F	16 1/2	3	1/4	4	20 1/2	3 1/2	1/4	4	Opt	33 1/2
Mack AC-Tractor 7 to 15 Ton.	4	1 1/4	1 1/4	1 1/4	V	5 3/4	2 1/4	4 1/2	1 1/4	96	1	F	16 1/2	3	1/4	4	20 1/2	3 1/2	1/4	4	Opt	33 1/2
Master JI-1 1/2.	4	1 1/4	1 1/4	1 1/4	H	13 1/2	2	12 1/2	1 1/4	30 1/2	1 1/4	F	74 1/2	2 1/2	1/4	1	74 1/2	2 1/2	1/4	1	117 3/4	34
Master JW-1 1/2.	4	1 1/4	1 1/4	1 1/4	V	13 1/2	2	12 1/2	1 1/4	30 1/2	1 1/4	F	12	3 1/4	1/4	2	74 1/2	2 1/2	1/4	1	117 3/4	34
Master M-2 1/2.	4	1 1/4	1 1/4	1 1/4	V	13 1/2	2	12 1/2	1 1/4	33	1 1/4	F	12	3 1/4	1/4	2	74 1/2	2 1/2	1/4	1	117 3/4	34
Master O-2 1/2.	4	1 1/4	1 1/4	1 1/4	V	13 1/2	2	11 1/2	1 1/4	33	1 1/4	F	75 1/2	2 1/2	1/4	1	74 1/2	2 1/2	1/4	1	156 3/4	34
Master W-2 1/2.	4	1 1/4	1 1/4	1 1/4	V	13 1/2	2	12 1/2	1 1/4	31	1 1/4	F	13 1/4	3 1/2	1/4	2	74 1/2	2 1/2	1/4	2	117 3/4	34
Master WL-2 1/2.	4	1 1/4	1 1/4	1 1/4	V	13 1/2	2	12 1/2	1 1/4	31	1 1/4	F	13 1/4	3 1/2	1/4	2	74 1/2	2 1/2	1/4	2	117 3/4	34
Master D-2 1/2.	4	1 1/4	1 1/4	1 1/4	V	13 1/2	2	12 1/2	1 1/4	35	1 1/4	F	8 3/8	4 1/2	1/4	2	54 1/2	3 1/2	1/4	2	117 3/4	34
Master DL-2 1/2.	4	1 1/4	1 1/4	1 1/4	V	13 1/2	2	12 1/2	1 1/4	35	1 1/4	F	8 3/8	4 1/2	1/4	2	54 1/2	3 1/2	1/4	2	117 3/4	34
Master T-6 Tractor.	4	1 1/4	1 1/4	1 1/4	V	13 1/2	2	12 1/2	1 1/4	33	1 1/4	F	74 1/2	2 1/2	1/4	1	74 1/2	2 1/2	1/4	1	72 1/2	34
Master A-3 1/2.	4	1 1/4	1 1/4	1 1/4	V	13 1/2	2	15	1 1/4	35	2	F	16	3 3/4	1/4	2	16	3 3/4	1/4	2	183 1/2	36 1/2
Master AL-3 1/2.	4	1 1/4	1 1/4	1 1/4	V	13 1/2	2	15	1 1/4	35	2	F	16	3 3/4	1/4	2	16	3 3/4	1/4	2	147 1/2	36 1/2
Master E-3 1/2.	4	1 1/4	1 1/4	1 1/4	V	13 1/2	2	15	1 1/4	35	2	F	11	6	1/4	2	25	4	1/4	4	183 1/2	36 1/2
Master EL-3 1/2.	4	1 1/4	1 1/4	1 1/4	V	13 1/2	2	15	1 1/4	35	2	F	11	6	1/4	2	25	4	1/4	4	183 1/2	36 1/2
Master B-5.	4	1 1/4	1 1/4	1 1/4	V	13 1/2	2	15	1 1/2	37	2	F	18	4	1/4	2	18	4	1/4	2	162 1/2	39
Master BL-5.	4	1 1/4	1 1/4	1 1/4	V	13 1/2	2	15	1 1/2	37	2	F	18	4	1/4	2	18	4	1/4	2	186 1/2	39
Master F-5.	4	1 1/4	1 1/4	1 1/4	V	13 1/2	2	15	1 1/2	37	2	F	11	6	1/4	2	25	4	1/4	4	162 1/2	39
Master FL-5.	4	1 1/4	1 1/4	1 1/4	V	13 1/2	2	15	1 1/2	37	2	F	11	6	1/4	2	25	4	1/4	4	186 1/2	39
Master DT-6 Tractor.	4	1 1/4	1 1/4	1 1/4	V	13 1/2	2	12 1/2	1 1/4	35	1 1/4	F	8 3/8	4 1/2	1/4	2	54 1/2	3 1/2	1/4	2	72 1/2	34
Maxwell 1 1/2.	3	1 1/4	1 1/4	1 1/4	H	6 1/4	2 1/2	7 3/4	2 1/2	44 1/2	1 1/2	F	16	1 1/4	1/4	4	16	1 1/4	1/4	4	102	36
Menominee HT-1.	3	1 1/4	1 1/4	1 1/4	V	9 1/4	1 1/2	10 1/2	1 1/4	33 3/4	1 1/4	F	12	3 1/4	1/4	2	33 3/4	2 1/2	1/4	2	122	32
Menominee H-1 1/2.	3	1 1/4	1 1/4	1 1/4	V	9 1/4	1 1/2	10 1/2	1 1/4	33 3/4	1 1/4	F	13 1/2	3 1/4	1/4	2	33 3/4	2 1/2	1/4	2	146	32
Menominee D-2.	3	1 1/4	1 1/4	1 1/4	V	9 1/4	1 1/2	10 1/2	1 1/4	33 3/4	1 1/4	F	13 1/2	3 1/4	1/4	2	33 3/4	2 1/2	1/4	2	149	36
Menominee G-3 1/2.	3	1 1/4	1 1/4	1 1/4	V	9 1/4	1 1/2	10 1/2	1 1/4	33 3/4	1 1/4	F	16	3 1/2	1/4	2	33 3/4	2 1/2	1/4	2	149	38
Menominee J-5.	3	1 1/4	1 1/4	1 1/4	V	9 1/4	1 1/2	10 1/2	1 1/4	33 3/4	1 1/4	F	18 1/2	4	1/4	2	33 3/4	2 1/2	1/4	2	149	38
Menominee HT-1.	3	1 1/4	1 1/4	1 1/4	V	9 1/4	1 1/2	10 1/2	1 1/4	33 3/4	1 1/4	F	47 1/2	2 1/2	1/4	2	33 3/4	2 1/2	1/4	2	102 3/4	32
Menominee H-1.	3	1 1/4	1 1/4	1 1/4	V	9 1/4	1 1/2	10 1/2	1 1/4	33 3/4	1 1/4	F	47 1/2	2 1/2	1/4	2	33 3/4	2 1/2	1/4	2	124	32
Menominee D-2.	3	1 1/4	1 1/4	1 1/4	V	9 1/4	1 1/2	10 1/2	1 1/4	33 3/4	1 1/4	F	57 1/2	2 1/2	1/4	2	42 1/2	2 1/2	1/4	2	131 1/2	32
Menominee G-3 1/2.	3	1 1/4	1 1/4	1 1/4	V	9 1/4	1 1/2	10 1/2	1 1/4	33 3/4	1 1/4	F	57 1/2	2 1/2	1/4	2	42 1/2	2 1/2	1/4	2	149	36
Menominee J-5.	3	1 1/4	1 1/4	1 1/4	V	9 1/4	1 1/2	10 1/2	1 1/4	33 3/4	1 1/4	F	69 1/2	2 1/2	1/4	2	52	2 1/2	1/4	2	149	38
Menominee G-3 1/2.	3	1 1/4	1 1/4	1 1/4	V	9 1/4	1 1/2	10 1/2	1 1/4	33 3/4	1 1/4	F	15 1/2	3 3/4	1/4	4	15 1/2	3 3/4	1/4	4	149	36
Menominee J-3-5.	3	1 1/4	1 1/4	1 1/4	V	9 1/4	1 1/2	10 1/2	1 1/4	33 3/4	1 1/4	F	18	4	1/4	2	18	4	1/4	2	149	38
Moline 10.	3	1 1/4	1 1/4	1 1/4	H	10 1/2	2 1/4	4 1/2	2 1/4	42	1 1/2	F	21	2 1/2	1/4	2	20	2 1/2	1/4	2	108	32
Moreland 21B-1 1/2.	3	1 1/4	1 1/4	1 1/4	H	9	1 1/2	13	1 1/2	42	1 1/2	F	12	3 1/4	1/4	4	12	3 1/4	1/4	4	132	34
Moreland 21C-2 1/2.	3	1 1/4	1 1/4	1 1/4	H	9	1 1/2	13	1 1/2	42	1 1/2	F	12	3 1/4	1/4	4	12	3 1/4	1/4	4	132	34
Moreland 21H-4.	3	1 1/4	1 1/4	1 1/4	H	9	1 1/2	13	1 1/2	42	1 1/2	F	13 1/2	3 1/2	1/4	1	13 1/2	3 1/2	1/4	1	156	38
Napoleon 9-1.	3	1 1/4	1 1/4	1 1/4	H	6 1/2	2 1/4	14	2 1/4	39	1	F	21	4	1/4	1	30	2 1/2	1/4	1	100 3/4	35 1/2
Napoleon 11-1 1/2.	3	1 1/4	1 1/4	1 1/4	H	6 1/2	2 1/4	14	2 1/4	39	1	F	21	4	1/4	1	30	2 1/2	1/4	1	104 1/2	30 1/2
Nash 2018-1-1 1/2.	4	1 1/4	1 1/4	1 1/4	V	3	1 1/2	7 3/4	1 1/4	36	1	F	49 1/2	2	1/4	2	20 1/2					



Replacement Table—Continued

Name, Model and Tonnage	ENGINE										BRAKE LINING								FRAME			
	Piston Rings		Carburetor			Upper Hose		Lower Hose		Fan Belt			Service				Emergency				Length	Width
	No. per Cyl.	Width	Outlet Diameter	Inlet Diameter	Vertical or Horizontal	Length	Width	Length	Width	Length	Width	Type	Length	Width	Thickness	No. of Pieces	Length	Width	Thickness	No. of Pieces	Back of Driver's Seat	Over All
Patriot Lincoln Special-2	3	3	1 1/4	1 1/4	V	6	1 1/4	8	1 1/2	37	1 3/4	F	40 1/2	1 3/4	1/8	1	40 1/2	1 3/4	1/8	1	113	67 1/2
Patriot Washington Special-3	3	3	1 1/4	1 1/4	V	11	1 1/2	10	2	39	2	F	58	2 1/2	1/8	1	43	2 1/2	1/8	1	150	67 1/2
Pierce Arrow-2-X-5	3	3	1 1/4	1 1/4	V	16 3/8	2 3/8	14 1/4	2 1/8	43 1/2	1 1/2	F	22 1/4	2 1/4	1/8	2	22 1/4	2 1/4	1/8	2	125	34 3/8
Pierce Arrow-3 1/2-W-2	3	3	1 1/4	1 1/4	V	11	1 1/2	15 1/2	2 1/8	43 1/2	1 1/2	F	9 1/4	6	1/8	2	18	4 1/4	1/8	2	133 1/4	38 3/8
Pierce Arrow-5-R-10	3	3	1 1/4	1 1/4	V	11	2	15 1/2	2 1/8	43 1/2	1 1/2	F	9 1/4	6	1/8	2	20 7/8	4 1/4	1/8	2	139 1/4	38 3/8
Pioneer 59AA-1	3	3	1 1/4	1 1/4	V	13	2	12	2	35	1	F	14	1 1/4	1/8	2	14	1 1/4	1/8	2	102	30
Pittsburgher 2 1/2	3	3	1 1/4	1 1/4	V	6	1 1/2	12	1 1/4	37	1 1/4	F	52	2 1/4	1/8	2	52	2 1/4	1/8	2	136	33
Rainier R-8-2	3	3	1 1/4	1 1/4	V	5	1 1/2	13	1 1/2	31 1/2	1 1/4	F	44 1/2	2	1/8	2	19	2	1/8	2	113	34
Rainier R6-1 1/2	3	3	1 1/4	1 1/4	V	9 3/4	1 3/4	14 3/4	1 1/2	41	1 1/2	F	19	2	1/8	2	19	2	1/8	2	100	34
Rainier R-19-1	3	3	1 1/4	1 1/4	V	8 1/2	1 3/4	14	1 1/2	41	1 1/2	F	19	2	1/8	2	19	2	1/8	2	90	34
Rainier R-11-3 1/4	3	3	1 1/4	1 1/4	V	9	1 3/4	14 1/2	1 1/2	42	1 1/2	F	11 1/2	3 1/4	1/8	2	11 1/2	3 1/4	1/8	2	106 1/2	33
Ranger TK-22-1 1/2	3	3	1 1/4	1 1/4	H	11 3/4	1 3/4	10	1 1/2	33 3/4	1	F	17	2	1/8	4	17	2	1/8	4	122	32
Reliance 10A-1 1/2	4	4	1 1/4	1 1/4	V	10 1/2	1 1/2	13 1/2	1 3/8	35	2	F	17	2	1/8	4	17	2	1/8	4	127	32
Reliance 20B-2 1/2	4	4	1 1/4	1 1/4	V	10 1/2	1 1/2	13 1/2	1 3/8	35	2	F	43	2 1/4	1/8	1	39 3/8	2 1/4	1/8	1	82	30
Reo F-1500-2500 lbs.	3	3	1 1/4	1 1/4	V	5 1/2	1 1/2	5 1/2	1	39 3/4	1 1/4	F	21 1/4	2 1/2	1/8	4	19 3/4	2 1/2	1/8	4	118	34
Republic 10-1-10E-1	3	3	1 1/4	1 1/4	V	12 1/4	2	6	2	40	1 1/4	F	25 1/4	2 1/2	1/8	4	24 1/4	2 1/2	1/8	4	121	34
Republic 11X-1 1/2	3	3	1 1/4	1 1/4	V	12 1/4	2	6	2	40	1 1/4	F	25 1/4	2 1/2	1/8	4	24 1/4	2 1/2	1/8	4	146	37
Republic 19-2 1/2	3	3	1 1/4	1 1/4	V	8	1 1/2	11 3/4	1 1/4	32 1/2	1 1/2	F	55 1/2	3 1/2	1/8	2	30 1/8	4 1/2	1/8	2	95	31
Republic 20-3 1/2	3	3	1 1/4	1 1/4	V	7 1/4	1 1/2	5 1/2	1 1/4	36 1/4	1 1/2	F	19	2	1/8	4	18	2	1/8	4	113	33
Republic Rapid Transit-3 1/2	3	3	1 1/4	1 1/4	V	12	2 1/4	18 1/2	2 1/4	31 1/4	1 1/4	F	19	2	1/8	4	19	2	1/8	4	123	33
Rowe CW-1 1/2	3	3	1 1/4	1 1/4	V	10 1/2	1 1/2	10 1/2	1 1/2	32 1/2	1 1/8	F	45	2	1/8	4	45	2	1/8	4	140	33
Rowe CDW-2	3	3	1 1/4	1 1/4	V	10 1/2	1 1/2	10 1/2	1 1/2	32 1/2	1 1/8	F	51 1/2	2 1/2	1/8	4	51 1/2	2 1/2	1/8	4	146	36
Rowe GSW-3	3	3	1 1/4	1 1/4	V	20	1 3/4	15 1/2	1 1/2	36 1/4	2	F	56 1/2	2 1/2	1/8	4	56 1/2	2 1/2	1/8	4	153	38 1/2
Rowe HW-4	3	3	1 1/4	1 1/4	V	20	1 3/4	15 1/2	1 1/2	36 1/4	2	F	68	3	1/8	4	68	3	1/8	4	152	38 1/2
Rowe FW-5	3	3	1 1/4	1 1/4	V	20	1 3/4	15 1/2	1 1/2	36 1/4	2	F	68	3	1/8	4	68	3	1/8	4	152	38 1/2
Rowe GPW-3	3	3	1 1/4	1 1/4	V	10	1 1/4	6	1 1/2	37	2	F	18	2	1/8	4	18	2	1/8	4	122	34
Rumely A-1 1/2	4	4	1 1/4	1 1/4	V	10 1/2	1 1/2	10 1/2	1 1/2	37	2	F	37	2	1/8	4	37	2	1/8	4	108 1/4	39 1/2
Samson 15-3 1/2	3	3	1 1/4	1 1/4	V	6 1/2	1 1/2	7 3/4	1 1/4	35 3/4	1 1/4	F	43 3/8	2	1/8	4	43 3/8	2	1/8	4	108 1/4	39 1/2
Samson 25-1 1/2	3	3	1 1/4	1 1/4	V	6 1/2	1 1/2	7 3/4	1 1/4	35 3/4	1 1/4	F	43 3/8	2	1/8	4	43 3/8	2	1/8	4	108 1/4	39 1/2
Sanford W15-1	3	3	1 1/4	1 1/4	V	11	1 1/2	14	1 1/2	37 1/4	2	F	22 1/4	2 1/4	1/8	4	22 1/4	2 1/4	1/8	4	140	35 3/4
Sanford 25-2 1/2	3	3	1 1/4	1 1/4	V	11	1 1/2	14	1 1/2	37 1/4	2	F	22 1/4	2 1/4	1/8	4	22 1/4	2 1/4	1/8	4	152	35 3/4
Sanford 35-3 1/2	3	3	1 1/4	1 1/4	V	11	1 1/2	14	1 1/2	37 1/4	2	F	55 3/4	2 1/2	1/8	2	55 3/4	2 1/2	1/8	2	152	35 3/4
Sanford 50-5	3	3	1 1/4	1 1/4	V	11	2	14	1 1/2	37 1/4	2	F	65	2	1/8	4	65	2	1/8	4	152	35 3/4
Schacht F-2	4	4	1 1/4	1 1/4	H	11	2	14	1 1/2	37 1/4	2	F	8 1/4	3	1/8	4	13 3/4	3	1/8	4	140	35 3/4
Schacht F-3	4	4	1 1/4	1 1/4	H	11	2	14	1 1/2	37 1/4	2	F	8 1/4	3	1/8	4	13 3/4	3	1/8	4	152	35 3/4
Schacht E-4	4	4	1 1/4	1 1/4	H	10 1/2	2	13 1/2	1 1/2	39 1/2	1 1/2	V	8 1/4	3	1/8	4	15	4	1/8	4	152	35 3/4
Schacht E-5	4	4	1 1/4	1 1/4	H	10 1/2	2	13 1/2	1 1/2	39 1/2	1 1/2	V	8 1/4	3	1/8	4	15	4	1/8	4	152	35 3/4
Schacht E-6	4	4	1 1/4	1 1/4	H	10 1/2	2	13 1/2	1 1/2	39 1/2	1 1/2	V	8 1/4	3	1/8	4	15	4	1/8	4	152	35 3/4
Schwartz A-1 1/2	3	3	1 1/4	1 1/4	V	9 1/2	2 1/4	13	2 1/4	29 1/2	1 1/8	F	15 3/8	1 1/4	1/8	4	15 3/8	1 1/4	1/8	4	120	34
Schwartz K-1 1/2	4	4	1 1/4	1 1/4	M	10 1/2	2	15	1 1/2	33 1/4	2	F	20 1/4	2 1/4	1/8	4	20 1/4	2 1/4	1/8	4	134	34
Schwartz LS-L-LL-2 1/2	4	4	1 1/4	1 1/4	H	10 1/2	2	15	1 1/2	33 1/4	2	F	51 1/2	2 1/4	1/8	2	51 1/2	2 1/4	1/8	2	176	37 1/2
Schwartz MS-M-ML-5	4	4	1 1/4	1 1/4	H	12 1/2	2	17	1 1/4	38 3/8	2	F	69 1/2	3	1/8	4	69 1/2	3	1/8	4	153	38
Selden Unit 30	3	3	1 1/4	1 1/4	V	12	1 1/4	12	1 1/4	31	1 1/2	F	13	3 1/2	1/8	4	13	3 1/2	1/8	4	134	34
Selden Unit 50	3	3	1 1/4	1 1/4	V	3 3/4	1 1/4	12	1 1/4	31	1 1/2	F	13	3 1/2	1/8	4	13	3 1/2	1/8	4	176	34
Selden Unit 31	3	3	1 1/4	1 1/4	V	9	1 1/4	5 1/2	1 1/4	34 1/4	2	F	15 3/8	3 1/2	1/8	4	15 3/8	3 1/2	1/8	4	153	37 1/2
Selden Unit 70	3	3	1 1/4	1 1/4	V	7 1/2	1 1/2	15 1/2	1 1/2	31 1/2	2	F	13	3 1/2	1/8	4	13	3 1/2	1/8	4	134	34
Selden Unit 51	3	3	1 1/4	1 1/4	V	7 1/2	1 1/2	20 1/2	2	40 3/8	2	F	17 1/8	4	1/8	4	17 1/8	4	1/8	4	153	37 1/2
Selden Unit 90	3	3	1 1/4	1 1/4	V	13 1/2	2 1/4	14 1/2	2 1/2	35 1/2	1 1/4	F	10 1/2	2 1/2	1/8	4	10 1/2	2 1/2	1/8	4	101 1/2	37 1/8
Service 12-3 1/2	3	3	1 1/4	1 1/4	V	10	1 1/2	2	1 1/4	35	2	F	12	3 1/4	1/8	4	12	3 1/4	1/8	4	101 1/2	37 1/8
Service 15-1 1/2	3	3	1 1/4	1 1/4	V	10	2	6	1 1/4	37 3/4	1 1/4	F	12	3 1/4	1/8	4	12	3 1/4	1/8	4	109 1/2	34
Service 220-1 1/2	3	3	1 1/4	1 1/4	V																	



## Replacement Table—Continued

Name, Model and Tonnage	ENGINE											BRAKE LINING								FRAME		
	Piston Rings		Carburetor			Upper Hose		Lower Hose		Fan Belt			Service				Emergency				Length	Width
	No. per Cyl.	Width	Outlet Diameter	Inlet Diameter	Vertical or Horizontal	Length	Width	Length	Width	Length	Width	Type	Length	Width	Thickness	No. of Pieces	Length	Width	Thickness	No. of Pieces	Back of Driver's Seat	Over All
Tower G-3½	3	1	1½	1½	H	10½	2	10	2	41½	1½	F	15½	3½	¼	4	15½	3½	¼	4	152½	37
Traffic C-4000	3	1	1	1	H	10½	2	10	2	41½	1½	F	43½	2½	¼	2	38	1½	¼	2	120½	42
Traffic 6000	3	1	1	1	H	10½	2	10	2	41½	1½	F	43½	2½	¼	2	38	1½	¼	2	120½	34
Traffic Speedboy	3	1	1	1	H	10½	2	10	2	41½	1½	F	48	2½	¼	2	46½	1½	¼	2	98½	86
Transport 15-1	3	1	1	1	H	12	2	12	2	40½	1½	F	48½	2½	¼	2	46½	1½	¼	2	100½	34
Transport 25-1½	3	1	1	1	H	12	2	12	2	40½	1½	F	48½	2½	¼	2	46½	1½	¼	2	116½	34
Transport 35-2	3	1	1	1	H	10½	2	10	2	40½	1½	F	11	3	¼	2	48½	2½	¼	2	152½	34
Transport 60-3½	4	1½	1½	1½	V	9½	2	13	1½	35½	1	F	10½	3	¼	2	58	1½	¼	2	150½	36½
Transport 75-5	4	1½	1½	1½	V	12	2	16	1½	35½	1	F	11½	3	¼	2	50	2	¼	2	117	34
Traylor B-1½	4	1½	1½	1½	V	12	2	16	1½	35½	1	F	50	2	¼	2	50	2	¼	2	122	34
Traylor C-2-2½	4	1½	1½	1½	V	12	2	16	1½	35½	1	F	56½	2½	¼	2	56½	2½	¼	2	142	34
Traylor D-3-3½	4	1½	1½	1½	V	12	2	16	1½	35½	1	F	59	2½	¼	2	59	2½	¼	2	165	35
Traylor F-5-6	4	1½	1½	1½	V	12	2	16	1½	35½	1	F	22	2½	¼	1	41	2	¼	2	94	35
Triangle AA-¾	3	1	1	1	H	17	2	17	2	34	1	F	7	4	¼	2	49	2	¼	2	126	34
Triangle A-1½	3	1	1	1	V	14	1½	14½	1½	39½	1½	F	7	4	¼	2	52	3	¼	2	132	34
Triangle B-2½	3	1	1	1	V	18	1½	18	1½	39½	1½	F	7	4	¼	2	52	3	¼	2	129	34
Triangle C-2	3	1	1	1	V	14	1½	14½	1½	39½	1½	F	46	2½	¼	2	32	2½	¼	2	120	34½
Triumph HB-2½	4	1½	1½	1½	V	9	1½	17	1½	32½	2	F	46	2½	¼	2	32	2½	¼	2	120	34½
Triumph HC-2	4	1½	1½	1½	V	9	1½	17	1½	32½	2	F	20	2½	¼	2	45	2	¼	2	126	32½
Ultimate A-2	4	1½	1½	1½	V	11	2	8	1½	34	2	F	20	2½	¼	2	45	2	¼	2	126	32½
Ultimate AJ2	4	1½	1½	1½	V	11	2	8	1½	34	2	F	20	2½	¼	2	45	2	¼	2	150	32½
Ultimate AJL-2	4	1½	1½	1½	V	11	2	8	1½	34	2	F	51	2½	¼	2	51	2½	¼	2	144	32½
Ultimate B-3	4	1½	1½	1½	V	11	2	8	1½	34	2	F	51	2½	¼	2	51	2½	¼	2	192	32½
Ultimate BL3	4	1½	1½	1½	V	11	2	8	1½	34	2	F	51	2½	¼	2	51	2½	¼	2	180	37½
Ultimate D-5	4	1½	1½	1½	V	11	2	8	1½	34	2	F	55	3	¼	1	50	2	¼	1	133½	32
Union F-2½	3	1	1	1	V	20	1½	19½	1½	37½	2	F	26	4½	¼	1	52	3	¼	1	133½	32
Union FW-2½	3	1	1	1	V	20	1½	19½	1½	37½	2	F	56½	3½	¼	1	32	4½	¼	1	157½	34
Union H-4	3	1	1	1	V	20	1½	19½	1½	37½	2	F	26	4½	¼	1	24	4	¼	1	157½	34
Union HW-4	3	1	1	1	V	20	1½	19½	1½	37½	2	F	34	4	¼	1	28	5	¼	1	190	36
Union JW-6	3	1	1	1	V	20	1½	19½	1½	37½	2	F	48	2	¼	1	48	1½	¼	1	120	33
United 1½	4	1½	1½	1½	H	15	2½	16	1½	37½	2	F	49	3	¼	1	49	2½	¼	1	Opt	33
United 2½	4	1½	1½	1½	H	7	2½	12	1½	37½	2	F	62	3	¼	1	58	2½	¼	1	Opt	34
United 3½	4	1½	1½	1½	H	7	2½	12	1½	37½	2	F	82½	2½	¼	1	88½	2½	¼	1	Opt	38
United 5	4	1½	1½	1½	H	14½	2	12	1½	37½	2	F	50½	2½	¼	2	46½	1½	¼	2	120	34
U.S.N.-1½	3	1	1	1	H	11½	2	9	1½	37	1½	F	19½	2	¼	4	19½	2	¼	4	120	34
U.S.N.W.-1½	3	1	1	1	H	11½	2	9	1½	37	1½	F	21	2½	¼	4	21	2½	¼	4	144	34
U.S.R.-2½-3	3	1	1	1	V	10	1½	10	1½	35	1½	F	50	2½	¼	2	50	2½	¼	2	156	36
U.S.S.-3½-4	3	1	1	1	V	9	1½	8	1½	37	1½	F	62	3	¼	2	33	1½	¼	1	168	36
U.S.T.-5-6	4	1½	1½	1½	V	15	2	13	1½	38½	2	F	50½	2½	¼	2	46½	1½	¼	2	108	32
U.S.U.-1½	4	1½	1½	1½	V	11½	1½	11½	1½	33	1½	F	54	2½	¼	2	52½	2½	¼	2	120	31
Velie 46-1½	3	1	1	1	V	9½	2½	12½	1½	40	1	F	14½	1½	¼	4	14½	1½	¼	4	64	30
Vim 29½	3	1	1	1	V	9½	2½	12½	1½	40	1	F	14½	1½	¼	4	14½	1½	¼	4	83½	30
Vim 30½	3	1	1	1	V	9½	2½	12½	1½	40	1	F	18	2	¼	4	18	2	¼	4	92	32
Vim 31-1	4	1½	1½	1½	V	9½	2½	12½	1½	40	1	F	42½	2½	¼	2	42½	2½	¼	2	120½	34
Vim 22-2	4	1½	1½	1½	V	9½	2½	12½	1½	40	1	F	48½	2½	¼	2	48½	2½	¼	2	160½	34
Vim 23-3	5	1½	1½	1½	V	9½	2½	12½	1½	40	1	F	43	3	¼	2	14	1½	¼	4	90	32
Walker M½	3	1	1	1	V	9½	2½	12½	1½	40	1	F	53½	3	¼	2	19½	2½	¼	4	140	35
Walker P3½	3	1	1	1	V	9½	2½	12½	1½	40	1	F	53½	3	¼	2	19½	2½	¼	4	162	35
Walker N5	3	1	1	1	V	9½	2½	12½	1½	40	1	F	45½	2½	¼	2	16	2	¼	4	99	32
Walker Model 22	3	1	1	1	V	9½	2½	12½	1½	40	1	F	53½	3	¼	2	19½	2½	¼	4	120	32
Walker Model 42	3	1	1	1	V	9½	2½	12½	1½	40	1	F	12	3½	¼	4	12	3½	¼	4	117	32
Walker Johnson A-2	3	1	1	1	V	10	2	8	1½	33½	1½	F	13	3½	¼	4	13	3½	¼	4	133	32½
Walker Johnson B3	4	1½	1½	1½	V	10	1½	18	1½	39	1½	F	15	5	¼	4	57	2½	¼	2	150	36
Walter S-5	3	1	1	1	V	7	1½	16	1½	41½	1½	F	13	3½	¼	4	13	3½	¼	4	137½	33
Ward LaFrance 2B-2½-3½	3	1	1	1	V	8	1½	18	1½	41½	1½	F	15½	3½	¼	4	15½	3½	¼	4	170	37
Ward LaFrance 4A-3½-5	3	1	1	1	V	9½	1½	18	1½	41½	1½	F	18	4	¼	4	18	4	¼	4	170	37
Ward LaFrance 5A-5-7	4	1½	1½	1½	V	16½	1½	4	1½	40	1½	F	42	1½	¼	2	41	1½	¼	2	90	30
Watson B1	4	1½	1½	1½	V	16½	1½	4	1½	34	1½	F	62	2½	¼	2	47	2½	¼	2	147	37
Watson N-3½	3	1	1	1	V	16½	1½	4	1½	38½	1½	F	15½	3½	¼	4	15½	3½	¼	4	150	36
Watson U-5	3	1	1	1	V	16½	1½	4	1½	38½	1½	F	13½	3½	¼	4	13½	3½	¼	4	116½	32
White Hickory H-1½	3	1	1	1	V	11	2	8	1½	41	1½	V	11½	3½	¼	4	11½	3½	¼	4	116½	32
White Hickory H-1½	3	1	1	1	V	11	2	8	1½													



# KEY OF ABBREVIATIONS

Note: Numerals on This Page Correspond With Numerals at Head of Specification Columns on Page Following. In All Specifications—O, Own; Op or Opt, Optional

## Engine:

Beav—Beaver  
Bud—Buda  
Cont—Continental  
Dodge—Dodge Bros.  
GBS—Golden, Belknap & Gr-B—Gray-Beal [Swartz  
Her—Hercules  
Hig—Highway  
Hin—Hinkley  
HSp—Herschell-Spillman  
LeR—Le Roi  
Lib—Liberty  
LMF—Light Mfg. & Fdy.  
Lyco—Lycoming  
Mid—Midwest  
Ster—Sterling  
Sup—Supreme  
TC—Twin City  
Vict—Victory  
Wau—Waukesha  
Wei—Weidely  
Wis—Wisconsin

## Valve Arrangement:

H—Overhead  
L—ELL-Head  
S—Sleeve  
T—TEE-Head

## How Cooled:

A—Air  
B—Pump & Thermo  
C—Centrifugal  
G—Gear Pump  
T—Thermo-Syphon

## Radiator (Make):

BW—B & W  
Brm—Brenem  
Bus—Bush  
Can—Candler  
Chic—Chicago  
Eag—Eagle  
EM—English-Mersick  
Eur—Eureka  
Fed—Fedders  
Flex—Flexo  
GO—G. & O.  
Har—Harrison  
Hoo—Hoooven  
Idl—Ideal  
Jam—Jamestown  
Kue—Kuenz  
Liv—Livingston  
Lng—Long  
McC—McCord  
May—Mayo  
Mod—Modine  
Per—Prefex  
R-T—Rome-Turney  
S-W—Sparks-Withington  
Spar—Spartan  
Spec—Special  
Spli—Splitex  
Stan—Standard

## Radiator (Type):

C—Cellular  
Fin—Fin Tube  
H—Honeycomb  
PT—Plain Tube  
Whee—Wheeler  
ZZT—Zig Zag Tube

## Lubrication:

FS—Force and Splash  
F—Force Feed  
S—Splash

## Carburetor:

B&B—Ball & Ball  
Bent—Bennett  
Cart—Carter  
Eag—Eagle  
Ens—Ensign  
Flech—Fletcher  
Holl—Holley  
John—Johnson  
King—Kingston  
Mar—Marvel  
Mas—Master

Mill—Miller  
Rayf—Rayfield  
Scoe—Scoe  
Strm—Stromberg  
Shk—Shakespeare  
Sheb—Schebler  
Stew—Stewart  
Till—Tillotson  
Zen—Zenith

## Fuel Feed:

G—Gravity  
P—Pressure  
V—Vacuum

## Governor:

Con—Continental  
Del—Delaney  
Dup—Duplex  
Hin—Hinkley  
McC—McCanna  
Mer—Merrill  
Mon—Monarch  
Mue—Mueller  
Phar—Pharo  
Pier—Pierce  
Rug—Ruggles  
Sim—Simplex  
Wau—Waukesha

## Clutch (Make):

B B—Borg & Beck  
B-Li—Brown-Lipe  
Covt—Covert  
Det—Detlaff  
DG—Detroit Gear & Mach.  
Dod—Dodge Bros.  
Full—Fuller  
GB&S—Golden, Belknap & Swartz  
Hart—Hartford  
Hoos—Hoosier  
HS—Hele-Shaw  
M-E—Merchant & Evans  
Munc—Muncie  
M-P—Muncie Products  
T-D—Twin Disc  
W-C—Warner Corporation  
W-Gr—Warner Gear

## Clutch (Type):

C—Cone  
D—Disc  
DP—Dry Plate  
DD—Dry Disc  
Fr—Friction  
WP—Wet Plate  
WD—Wet Disc

## Ignition System:

Amr—American Swiss  
Apo—Apollo  
AtK—Atwater Kent  
AuL—Auto-Lite  
Bos—Bosch  
Ber—Berling  
Con—Connecticut  
Del—Delco  
Eis—Eisemann  
Kin—Kingston  
KW—K. W. Ignition Co.  
Lor—Lorraine  
NE—North East  
POL—Prest-O-Lite  
Rm—Remy  
Sim—Simms  
Spl—Splittorf  
Tea—Teagle  
Wag—Wagner  
Wes—Westinghouse

## Engine Starter:

AC—Allis-Chalmers  
AK—Atwater Kent  
AL—Auto-Lite  
Bj—Bijur  
Bos—Bosch  
DL—Delco  
Dy—Dyneto  
GD—Gray & Davis  
LN—Leece-Neville  
NE—North East  
RE—Remy

USL—U. S. L.  
W—Westinghouse  
Wg—Wagner

## Gearset:

B-Li—Brown-Lipe  
Cott—Cotta  
Covt—Covert  
D-Sea—Driggs-Seabury  
Det—Detroit  
Dod—Dodge Bros.  
Dun—Dundore  
Durst—Durstion  
Full—Fuller  
G-Le—Grant Lees  
MM—Mechanics Mach. Co.  
Munc—Muncie  
M-P—Muncie Products  
Rock—Rockford  
W-C—Warner Corporation  
W-Gr—Warner Gear

## Location of Gearset:

A—Amidships  
J—Unit with jackshaft  
R—Rear  
U—Unit with engine

## Universal:

A-B—Easton Mch. Co.  
Acm—Acme  
Arv—Arvac  
Bear—Bearings Co.  
Bld—Blood-Brothers  
Cli—Climax  
Det—Detroit  
Dit—Ditwiler  
Flex—Flexite  
Hart—Hartford  
KB—Kinsler-Bennett  
Mech—Mechanics  
M-E—Merchant & Evans  
Nor—Norwalk  
Pet—Peters  
Sned—Snead  
Spic—Spicer  
Ster—Sterling  
Ther—Thermoid  
UM—Universal Machine  
UP—Universal Products  
Var—Varied

## Springs:

All—Alloy Steel  
Am—Am. Auto Parts  
Arm—Armstrong  
Bea—Beans  
Cham—Champion  
Coop—Cooper  
Del—Delany  
Det—Detroit  
GC—Garden City  
Har—Harvey  
Hig—Higgins  
IC—Iron City  
Jax—Jaxon  
Kal—Kalamazoo  
Lah—Laher  
Lig—Liggett  
Mar—Maremont  
Math—Mather  
Mer—Merrill  
Nat—National  
Pen—Penn  
Per—Perfection  
Row—Rowland  
Shel—Sheldon  
SP—Spring Perch  
Stan—Stan-Par  
Ster—Sterling  
Tem—Temme  
Tut—Tuthill  
US—United States  
Wis—Wisconsin

## Final Drive:

B—Bevel Gear  
C—Chain  
I—Internal Gear  
N—Concentric Spur  
P—Spur  
R—Double Reduction

S—Spiral Bevel  
W—Worm

## Rear Axle (Make):

Amr—American  
Badg—Badger  
Col—Columbia  
Cl—Clark  
Dun—Dunkirk  
Eat—Eaton, Stan-Par  
Fli—Flint  
Hind—Hindley  
IrM—Iron Mt.  
Keno—Kenosha  
LM—L M Axle  
Rock—Rockford  
Russ—Russel  
Sals—Salisbury  
Sav—Savage  
Shel—Sheldon  
Stn—Stanwell  
Thom—Thomson  
Tim—Timken  
Torb—Torbensen  
W-M—Weston-Mott  
US—United States  
Vul—Vulcan  
Walk—Walker  
Wis—Wisconsin

## Rear Axle (Type):

Flot—Floating  
D—Dead  
½-Fl—Semi-Floating  
¾-Fl—¾-Floating

## Steering Gear:

CAS—C. A. S. Products Co.  
Dit—Ditwiler  
Dod—Dodge Bros.  
Gem—Gemmer  
Jac—Jacox  
KH—Keystone Hendley  
Lav—Lavine  
M-P—Muncie Products  
Ros—Ross  
Sag—Saginaw Products Co.  
W-C—Warner Corporation  
Woh—Wohlrab

## Wheels:

Arc—Archibald  
AuW—Auto Wheel  
Bim—Bimel  
Cla—Clark  
C&M—Crane & McMahon  
Day—Dayton  
Det—Detroit  
E&O—Eberly & Oris  
Hay—Haynes  
Hoo—Hoopes Brothers  
Jon—Jones  
Kel—Kelsey  
MM—Michigan Malleable Iron Co.  
Mot—Motor Wheel  
Mut—Mutual  
Nor—Northern  
Pru—Prudden  
Roy—Royer  
Rus—Russell  
Sal—Salisbury  
Sch—Schwartz  
Smi—Smith  
Sta—Stanwell  
StM—St. Mary  
Stn—Standard  
Wal—Walker  
Wan—Wayne  
W-L—Waterhouse & Lester  
Wes—Western Wheel Co.

## Rim Equipment:

Bak—Baker  
Det—Detroit  
Fir—Firestone  
Gdy—Goodyear  
Hay—Hayes  
Jax—Jaxon  
Kel—Kelsey  
Ken—Kennedy



[illegible]



1550	1555	1560	1565	1570	1575	1580	1585	1590	1595	1600	1605	1610	1615	1620	1625	1630	1635	1640	1645	1650	1655	1660	1665	1670	1675	1680	1685	1690	1695	1700	1705	1710	1715	1720	1725	1730	1735	1740	1745	1750	1755	1760	1765	1770	1775	1780	1785	1790	1795	1800	1805	1810	1815	1820	1825	1830	1835	1840	1845	1850	1855	1860	1865	1870	1875	1880	1885	1890	1895	1900	1905	1910	1915	1920	1925	1930	1935	1940	1945	1950	1955	1960	1965	1970	1975	1980	1985	1990	1995	2000	2005	2010	2015	2020	2025	2030	2035	2040	2045	2050	2055	2060	2065	2070	2075	2080	2085	2090	2095	2100	2105	2110	2115	2120	2125	2130	2135	2140	2145	2150	2155	2160	2165	2170	2175	2180	2185	2190	2195	2200	2205	2210	2215	2220	2225	2230	2235	2240	2245	2250	2255	2260	2265	2270	2275	2280	2285	2290	2295	2300	2305	2310	2315	2320	2325	2330	2335	2340	2345	2350	2355	2360	2365	2370	2375	2380	2385	2390	2395	2400	2405	2410	2415	2420	2425	2430	2435	2440	2445	2450	2455	2460	2465	2470	2475	2480	2485	2490	2495	2500	2505	2510	2515	2520	2525	2530	2535	2540	2545	2550	2555	2560	2565	2570	2575	2580	2585	2590	2595	2600	2605	2610	2615	2620	2625	2630	2635	2640	2645	2650	2655	2660	2665	2670	2675	2680	2685	2690	2695	2700	2705	2710	2715	2720	2725	2730	2735	2740	2745	2750	2755	2760	2765	2770	2775	2780	2785	2790	2795	2800	2805	2810	2815	2820	2825	2830	2835	2840	2845	2850	2855	2860	2865	2870	2875	2880	2885	2890	2895	2900	2905	2910	2915	2920	2925	2930	2935	2940	2945	2950	2955	2960	2965	2970	2975	2980	2985	2990	2995	3000	3005	3010	3015	3020	3025	3030	3035	3040	3045	3050	3055	3060	3065	3070	3075	3080	3085	3090	3095	3100	3105	3110	3115	3120	3125	3130	3135	3140	3145	3150	3155	3160	3165	3170	3175	3180	3185	3190	3195	3200	3205	3210	3215	3220	3225	3230	3235	3240	3245	3250	3255	3260	3265	3270	3275	3280	3285	3290	3295	3300	3305	3310	3315	3320	3325	3330	3335	3340	3345	3350	3355	3360	3365	3370	3375	3380	3385	3390	3395	3400	3405	3410	3415	3420	3425	3430	3435	3440	3445	3450	3455	3460	3465	3470	3475	3480	3485	3490	3495	3500	3505	3510	3515	3520	3525	3530	3535	3540	3545	3550	3555	3560	3565	3570	3575	3580	3585	3590	3595	3600	3605	3610	3615	3620	3625	3630	3635	3640	3645	3650	3655	3660	3665	3670	3675	3680	3685	3690	3695	3700	3705	3710	3715	3720	3725	3730	3735	3740	3745	3750	3755	3760	3765	3770	3775	3780	3785	3790	3795	3800	3805	3810	3815	3820	3825	3830	3835	3840	3845	3850	3855	3860	3865	3870	3875	3880	3885	3890	3895	3900	3905	3910	3915	3920	3925	3930	3935	3940	3945	3950	3955	3960	3965	3970	3975	3980	3985	3990	3995	4000	4005	4010	4015	4020	4025	4030	4035	4040	4045	4050	4055	4060	4065	4070	4075	4080	4085	4090	4095	4100	4105	4110	4115	4120	4125	4130	4135	4140	4145	4150	4155	4160	4165	4170	4175	4180	4185	4190	4195	4200	4205	4210	4215	4220	4225	4230	4235	4240	4245	4250	4255	4260	4265	4270	4275	4280	4285	4290	4295	4300	4305	4310	4315	4320	4325	4330	4335	4340	4345	4350	4355	4360	4365	4370	4375	4380	4385	4390	4395	4400	4405	4410	4415	4420	4425	4430	4435	4440	4445	4450	4455	4460	4465	4470	4475	4480	4485	4490	4495	4500	4505	4510	4515	4520	4525	4530	4535	4540	4545	4550	4555	4560	4565	4570	4575	4580	4585	4590	4595	4600	4605	4610	4615	4620	4625	4630	4635	4640	4645	4650	4655	4660	4665	4670	4675	4680	4685	4690	4695	4700	4705	4710	4715	4720	4725	4730	4735	4740	4745	4750	4755	4760	4765	4770	4775	4780	4785	4790	4795	4800	4805	4810	4815	4820	4825	4830	4835	4840	4845	4850	4855	4860	4865	4870	4875	4880	4885	4890	4895	4900	4905	4910	4915	4920	4925	4930	4935	4940	4945	4950	4955	4960	4965	4970	4975	4980	4985	4990	4995	5000	5005	5010	5015	5020	5025	5030	5035	5040	5045	5050	5055	5060	5065	5070	5075	5080	5085	5090	5095	5100	5105	5110	5115	5120	5125	5130	5135	5140	5145	5150	5155	5160	5165	5170	5175	5180	5185	5190	5195	5200	5205	5210	5215	5220	5225	5230	5235	5240	5245	5250	5255	5260	5265	5270	5275	5280	5285	5290	5295	5300	5305	5310	5315	5320	5325	5330	5335	5340	5345	5350	5355	5360	5365	5370	5375	5380	5385	5390	5395	5400	5405	5410	5415	5420	5425	5430	5435	5440	5445	5450	5455	5460	5465	5470	5475	5480	5485	5490	5495	5500	5505	5510	5515	5520	5525	5530	5535	5540	5545	5550	5555	5560	5565	5570	5575	5580	5585	5590	5595	5600	5605	5610	5615	5620	5625	5630	5635	5640	5645	5650	5655	5660	5665	5670	5675	5680	5685	5690	5695	5700	5705	5710	5715	5720	5725	5730	5735	5740	5745	5750	5755	5760	5765	5770	5775	5780	5785	5790	5795	5800	5805	5810	5815	5820	5825	5830	5835	5840	5845	5850	5855	5860	5865	5870	5875	5880	5885	5890	5895	5900	5905	5910	5915	5920	5925	5930	5935	5940	5945	5950	5955	5960	5965	5970	5975	5980	5985	5990	5995	6000	6005	6010	6015	6020	6025	6030	6035	6040	6045	6050	6055	6060	6065	6070	6075	6080	6085	6090	6095	6100	6105	6110	6115	6120	6125	6130	6135	6140	6145	6150	6155	6160	6165	6170	6175	6180	6185	6190	6195	6200	6205	6210	6215	6220	6225	6230	6235	6240	6245	6250	6255	6260	6265	6270	6275	6280	6285	6290	6295	6300	6305	6310	6315	6320	6325	6330	6335	6340	6345	6350	6355	6360	6365	6370	6375	6380	6385	6390	6395	6400	6405	6410	6415	6420	6425	6430	6435	6440	6445	6450	6455	6460	6465	6470	6475	6480	6485	6490	6495	6500	6505	6510	6515	6520	6525	6530	6535	6540	6545	6550	6555	6560	6565	6570	6575	6580	6585	6590	6595	6600	6605	6610	6615	6620	6625	6630	6635	6640	6645	6650	6655	6660	6665	6670	6675	6680	6685	6690	6695	6700	6705	6710	6715	6720	6725	6730	6735	6740	6745	6750	6755	6760	6765	6770	6775	6780	6785	6790	6795	6800	6805	6810	6815	6820	6825	6830	6835	6840	6845	6850	6855	6860	6865	6870	6875	6880	6885	6890	6895	6900	6905	6910	6915	6920	6925	6930	6935	6940	6945	6950	6955	6960	6965	6970	6975	6980	6985	6990	6995	7000	7005	7010	7015	7020	7025	7030	7035	7040	7045	7050	7055	7060	7065	7070	7075	7080	7085	7090	7095	7100	7105	7110	7115	7120	7125	7130	7135	7140	7145	7150	7155	7160	7165	7170	7175	7180	7185	7190	7195	7200	7205	7210	7215	7220	7225	7230	7235	7240	7245	7250	7255	7260	7265	7270	7275	7280	7285	7290	7295	7300	7305	7310	7315	7320	7325	7330	7335	7340	7345	7350	7355	7360	7365	7370	7375	7380	7385	7390	7395	7400	7405	7410	7415	7420	7425	7430	7435	7440	7445	7450	7455	7460	7465	7470	7475	7480	7485	7490	7495	7500	7505	7510	7515	7520	7525	7530	7535	7540	7545	7550	7555	7560	7565	7570	7575	7580	7585	7590	7595	7600	7605	7610	7615	7620	7625	7630	7635	7640	7645	7650	7655	7660	7665	7670	7675	7680	7685	7690	7695	7700	7705	7710	7715	7720	7725	7730	7735	7740	7745	7750	7755	7760	7765	7770	7775	7780	7785	7790	7795	7800	7805	7810	7815	7820	7825	7830	7835	7840	7845	7850	7855	7860	7865	7870	7875	7880	7885	7890	7895	7900	7905	7910	7915	7920	7925	7930	7935	7940	7945	7950	7955	7960	7965	7970	7975	7980	7985	7990	7995	8000	8005	8010	8015	8020	8025	8030	8035	8040	8045	8050	8055	8060	8065	8070	8075	8080	8085	8090	8095	8100	8105	8110	8115	8120	8125	8130	8135	8140	8145	8150	8155	8160	8165	8170	8175	8180	8185	8190	8195	8200	8205	8210	8215	8220	8225	8230	8235	8240	8245	8250	8255	8260	8265	8270	8275	8280	8285	8290	8295	8300	8305	8310	8315	8320	8325	8330	8335	8340	8345	8350	8355	8360	8365	8370	8375	8380	8385	8390	8395	8400	8405	8410	8415	8420	842
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[illegible]

†Chassis only.







[illegible]

**† Chassis only.**



Trade Name and Model	Chassis Price	ENGINE DETAILS										GEARSET				REAR AXLE			Steering Gear	TIRES, WHEELS, RIMS		Chassis Weight (Stripped)	Wheelbase													
		Make and Model	Cylinders unless otherwise noted	Bore and Stroke	N.A.C.C. Horsepower	Valve Arrangement	How Cooled	Radiator (Make)	Radiator (Type)	Lubrication	Carburetor	Fuel Feed	Governor (Make)	Clutch (Make)	Clutch (Type)	Ignition System	Engine Starter	Make		Location	Speeds			Universal (Make)	Springs (Make)	Final Drive	Make	Type	Traction in High	Traction in Low	Steering Gear (Make)	Front	Rear	Pneumatic	Wheels (Make)	Rim Equipment
<b>3 Ton—Con'd</b>																																				
Taylor D.	3200	Buda HTU	4	4 1/2 x 5 1/2	28.9	L	C	GO	GO	Fin	Strm	G	Pier	M-E	DD	Spl	Opt	W	W	U	4	M-E	Mer	W	W	1 1/2 Fl	7.7	30.2	36x4	36x5 1/2	Sch	23	5550	180		
Ultimate BL	3800	Buda HTU	4	4 1/2 x 5 1/2	28.9	L	C	GO	GO	Fin	Strm	G	Pier	M-E	DD	Spl	Opt	W	W	U	4	M-E	Mer	W	W	1 1/2 Fl	7.7	30.2	36x4	36x5 1/2	Sch	23	5550	178		
U. S. R.	3950	Her M2	4	4 1/2 x 5 1/2	28.9	L	C	GO	GO	Fin	Strm	G	Pier	M-E	DD	Spl	Opt	W	W	U	4	M-E	Mer	W	W	1 1/2 Fl	7.7	30.2	36x4	36x5 1/2	Sch	23	5550	156		
Vim 28	3200	Wau CU	4	4 1/2 x 5 1/2	25.6	L	C	GO	GO	Fin	Strm	G	Pier	M-E	DD	Spl	Opt	W	W	U	4	M-E	Mer	W	W	1 1/2 Fl	7.7	30.2	36x4	36x5 1/2	Sch	23	5550	175		
Winther 51	3200	Wau TAU	4	4 1/2 x 5 1/2	25.6	L	C	GO	GO	Fin	Strm	G	Pier	M-E	DD	Spl	Opt	W	W	U	4	M-E	Mer	W	W	1 1/2 Fl	7.7	30.2	36x4	36x5 1/2	Sch	23	5550	150		
<b>3 1/2 Ton</b>																																				
Asenon L.	3975	Buda YU	4	4 1/2 x 5 1/2	30.6	L	C	GO	GO	Fin	Strm	G	Pier	M-E	DD	Spl	Opt	W	W	U	4	M-E	Mer	W	W	1 1/2 Fl	7.7	30.2	36x4	36x5 1/2	Sch	23	5550	168		
Apex F.	4150	Buda YU	4	4 1/2 x 5 1/2	30.6	L	C	GO	GO	Fin	Strm	G	Pier	M-E	DD	Spl	Opt	W	W	U	4	M-E	Mer	W	W	1 1/2 Fl	7.7	30.2	36x4	36x5 1/2	Sch	23	5550	168		
Armstrong K.W.	4150	Buda YU	4	4 1/2 x 5 1/2	30.6	L	C	GO	GO	Fin	Strm	G	Pier	M-E	DD	Spl	Opt	W	W	U	4	M-E	Mer	W	W	1 1/2 Fl	7.7	30.2	36x4	36x5 1/2	Sch	23	5550	168		
Armstrong K.W.	4075	Cont E4	4	4 1/2 x 5 1/2	30.6	L	C	GO	GO	Fin	Strm	G	Pier	M-E	DD	Spl	Opt	W	W	U	4	M-E	Mer	W	W	1 1/2 Fl	7.7	30.2	36x4	36x5 1/2	Sch	23	5550	168		
Atterbury 7D-LWB.	3975	Cont E4	4	4 1/2 x 5 1/2	30.6	L	C	GO	GO	Fin	Strm	G	Pier	M-E	DD	Spl	Opt	W	W	U	4	M-E	Mer	W	W	1 1/2 Fl	7.7	30.2	36x4	36x5 1/2	Sch	23	5550	168		
Atterbury 7D-Standard.	3950	Cont E4	4	4 1/2 x 5 1/2	30.6	L	C	GO	GO	Fin	Strm	G	Pier	M-E	DD	Spl	Opt	W	W	U	4	M-E	Mer	W	W	1 1/2 Fl	7.7	30.2	36x4	36x5 1/2	Sch	23	5550	168		
Autocar Y.	4100	Cont E4	4	4 1/2 x 5 1/2	30.6	L	C	GO	GO	Fin	Strm	G	Pier	M-E	DD	Spl	Opt	W	W	U	4	M-E	Mer	W	W	1 1/2 Fl	7.7	30.2	36x4	36x5 1/2	Sch	23	5550	168		
Autocar B.	4100	Cont E4	4	4 1/2 x 5 1/2	30.6	L	C	GO	GO	Fin	Strm	G	Pier	M-E	DD	Spl	Opt	W	W	U	4	M-E	Mer	W	W	1 1/2 Fl	7.7	30.2	36x4	36x5 1/2	Sch	23	5550	168		
Available H3 1/2.	4175	Her MU3	4	4 1/2 x 5 1/2	30.6	L	C	GO	GO	Fin	Strm	G	Pier	M-E	DD	Spl	Opt	W	W	U	4	M-E	Mer	W	W	1 1/2 Fl	7.7	30.2	36x4	36x5 1/2	Sch	23	5550	168		
Bridgeport 4C.	3990	Buda YU	4	4 1/2 x 5 1/2	30.6	L	C	GO	GO	Fin	Strm	G	Pier	M-E	DD	Spl	Opt	W	W	U	4	M-E	Mer	W	W	1 1/2 Fl	7.7	30.2	36x4	36x5 1/2	Sch	23	5550	168		
Brookway R-4.	4425	Cont LA	4	4 1/2 x 5 1/2	30.6	L	C	GO	GO	Fin	Strm	G	Pier	M-E	DD	Spl	Opt	W	W	U	4	M-E	Mer	W	W	1 1/2 Fl	7.7	30.2	36x4	36x5 1/2	Sch	23	5550	168		
Capitol M-3 1/2.	4100	Her MU3	4	4 1/2 x 5 1/2	30.6	L	C	GO	GO	Fin	Strm	G	Pier	M-E	DD	Spl	Opt	W	W	U	4	M-E	Mer	W	W	1 1/2 Fl	7.7	30.2	36x4	36x5 1/2	Sch	23	5550	168		
Chicago C3 1/2.	4100	Cont E4	4	4 1/2 x 5 1/2	30.6	L	C	GO	GO	Fin	Strm	G	Pier	M-E	DD	Spl	Opt	W	W	U	4	M-E	Mer	W	W	1 1/2 Fl	7.7	30.2	36x4	36x5 1/2	Sch	23	5550	168		
Clydesdale 90.	4100	Cont E4	4	4 1/2 x 5 1/2	30.6	L	C	GO	GO	Fin	Strm	G	Pier	M-E	DD	Spl	Opt	W	W	U	4	M-E	Mer	W	W	1 1/2 Fl	7.7	30.2	36x4	36x5 1/2	Sch	23	5550	168		
Day Elder F.	3150	Buda YU	4	4 1/2 x 5 1/2	30.6	L	C	GO	GO	Fin	Strm	G	Pier	M-E	DD	Spl	Opt	W	W	U	4	M-E	Mer	W	W	1 1/2 Fl	7.7	30.2	36x4	36x5 1/2	Sch	23	5550	168		
Dependable G 3 1/2.	3550	Buda YU	4	4 1/2 x 5 1/2	30.6	L	C	GO	GO	Fin	Strm	G	Pier	M-E	DD	Spl	Opt	W	W	U	4	M-E	Mer	W	W	1 1/2 Fl	7.7	30.2	36x4	36x5 1/2	Sch	23	5550	168		
Diamond T-K.	3750	Cont E4	4	4 1/2 x 5 1/2	30.6	L	C	GO	GO	Fin	Strm	G	Pier	M-E	DD	Spl	Opt	W	W	U	4	M-E	Mer	W	W	1 1/2 Fl	7.7	30.2	36x4	36x5 1/2	Sch	23	5550	168		
Dixon.	4070	Cont E4	4	4 1/2 x 5 1/2	30.6	L	C	GO	GO	Fin	Strm	G	Pier	M-E	DD	Spl	Opt	W	W	U	4	M-E	Mer	W	W	1 1/2 Fl	7.7	30.2	36x4	36x5 1/2	Sch	23	5550	168		
Dorris K7.	4400	Cont E4	4	4 1/2 x 5 1/2	30.6	L	C	GO	GO	Fin	Strm	G	Pier	M-E	DD	Spl	Opt	W	W	U	4	M-E	Mer	W	W	1 1/2 Fl	7.7	30.2	36x4	36x5 1/2	Sch	23	5550	168		
Duplex E.	3500	Buda YU	4	4 1/2 x 5 1/2	30.6	L	C	GO	GO	Fin	Strm	G	Pier	M-E	DD	Spl	Opt	W	W	U	4	M-E	Mer	W	W	1 1/2 Fl	7.7	30.2	36x4	36x5 1/2	Sch	23	5550	168		
Duplex E.	3500	Buda YU	4	4 1/2 x 5 1/2	30.6	L	C	GO	GO	Fin	Strm	G	Pier	M-E	DD	Spl	Opt	W	W	U	4	M-E	Mer	W	W	1 1/2 Fl	7.7	30.2	36x4	36x5 1/2	Sch	23	5550	168		
Federal WE.	3750	Cont E4	4	4 1/2 x 5 1/2	30.6	L	C	GO	GO	Fin	Strm	G	Pier	M-E	DD	Spl	Opt	W	W	U	4	M-E	Mer	W	W	1 1/2 Fl	7.7	30.2	36x4	36x5 1/2	Sch	23	5550	168		
Garford 77D.	3750	Buda YU	4	4 1/2 x 5 1/2	30.6	L	C	GO	GO	Fin	Strm	G	Pier	M-E	DD	Spl	Opt	W	W	U	4	M-E	Mer	W	W	1 1/2 Fl	7.7	30.2	36x4	36x5 1/2	Sch	23	5550	168		
Gary KT.	3650	Buda YU	4	4 1/2 x 5 1/2	30.6	L	C	GO	GO	Fin	Strm	G	Pier	M-E	DD	Spl	Opt	W	W	U	4	M-E	Mer	W	W	1 1/2 Fl	7.7	30.2	36x4	36x5 1/2	Sch	23	5550	168		
Giant 17.	4150	Cont E4	4	4 1/2 x 5 1/2	30.6	L	C	GO	GO	Fin	Strm	G	Pier	M-E	DD	Spl	Opt	W	W	U	4	M-E	Mer	W	W	1 1/2 Fl	7.7	30.2	36x4	36x5 1/2	Sch	23	5550	168		
G. M. C. K-71A.	3600	Cont E4	4	4 1/2 x 5 1/2	30.6	L	C	GO	GO	Fin	Strm	G	Pier	M-E	DD	Spl	Opt	W	W	U	4	M-E	Mer	W	W	1 1/2 Fl	7.7	30.2	36x4	36x5 1/2	Sch	23	5550	168		
G. M. C. K-71B.	3700	Cont E4	4	4 1/2 x 5 1/2	30.6	L	C	GO	GO	Fin	Strm	G	Pier	M-E	DD	Spl	Opt	W	W	U	4	M-E	Mer	W	W	1 1/2 Fl	7.7	30.2	36x4	36x5 1/2	Sch	23	5550	168		
Gramm-Pioneer 75P.	4225	Cont E4	4	4 1/2 x 5 1/2	30.6	L	C	GO	GO	Fin	Strm	G	Pier	M-E	DD	Spl	Opt	W	W	U	4	M-E	Mer	W	W	1 1/2 Fl	7.7	30.2	36x4	36x5 1/2	Sch	23	5550	168		
Hal-Fur B.	3000	Cont E4	4	4 1/2 x 5 1/2	30.6	L	C	GO	GO	Fin	Strm	G	Pier	M-E	DD	Spl	Opt	W	W	U	4	M-E	Mer	W	W	1 1/2 Fl	7.7	30.2	36x4	36x5 1/2	Sch	23	5550	168		
Hal-Fur F.	3000	Cont E4	4	4 1/2 x 5 1/2	30.6	L	C	GO	GO	Fin	Strm	G	Pier	M-E	DD	Spl	Opt	W	W	U	4	M-E	Mer	W	W	1 1/2 Fl	7.7	30.2	36x4	36x5 1/2	Sch	23	5550	168		
Hal 3 1/2 Worm.	3850	Buda YU	4	4 1/2 x 5 1/2	30.6	L	C	GO	GO	Fin	Strm	G	Pier	M-E	DD	Spl	Opt	W	W	U	4	M-E	Mer	W	W	1 1/2 Fl	7.7	30.2	36x4	36x5 1/2	Sch	23	5550	168		
Harvey WHA.	3000	Buda YU	4	4 1/2 x 5 1/2	30.6	L	C	GO	GO	Fin	Strm	G	Pier	M-E	DD	Spl	Opt	W	W	U	4	M-E	Mer	W	W											



[illegible]







## ELECTRIC COMMERCIAL CARS

E. C. M.	Name and Model Number	Carrying Capacity	Chassis Weight	Chassis Price	Maximum Speed	Battery	Mileage Per Charge	Motor	Controller	Speeds Forward	Drive	Rear Axle	Springs	Front Tires	Rear Tires	Steering Gear	Wheelbase	Per Cent of Weight on Rear Wheels
	Atlantic 1C.....	2000	2770	.....	12	Opt	.....	G-E	G-E	4	C	Timk	S-El	34x4	36x4	Ross	193	65
	Atlantic 2C.....	4000	3590	.....	11	Opt	.....	G-E	G-E	4	C	Timk	S-El	34x4	36x3 1/2	Ross	115	65
	Atlantic 3C.....	7000	5220	.....	10	Opt	.....	G-E	G-E	5	C	Timk	S-El	36x5	40x5 1/2	Ross	135	65
	Atlantic 5C.....	10000	6230	.....	9	Opt	.....	G-E	G-E	5	C	Timk	S-El	36x6	40x5 1/2	Ross	144	65
	Atlantic 6C.....	13000	6940	.....	8	Opt	.....	G-E	G-E	5	C	Timk	S-El	36x6	40x6	Ross	156	65
	C-T D-1.....	1000	2200	1585	14	Opt	55	G-E	Own	4	C-T	Flot	Shel	36x3	36x3 1/2	W	100	69
	C-T B-1.5.....	1500	2300	1985	14	Opt	60	G-E	Own	4	C-T	Flot	Shel	36x3	36x4	W	91 1/2	65
	C-T D-1.5.....	1500	2300	1985	14	Opt	60	G-E	Own	4	C-T	Flot	Shel	36x3	36x4	W	116	71
	C-T B-2.....	2000	2400	2150	14	Opt	50	G-E	Own	4	C-T	Flot	Shel	36x3 1/2	36x5	W	101	66
	C-T D-2.....	2000	2400	2150	14	Opt	50	G-E	Own	4	C-T	Flot	Shel	36x3 1/2	36x5	W	124	70
	C-T B-4.....	4000	4000	2575	12	Opt	50	G-E	Own	4	C-T	Flot	Shel	36x4	36x4 1/2	W	116	68
	C-T C-6.....	6000	4200	2575	8	Opt	35	G-E	Own	4	I	Dead	Shel	36x4	36x4 1/2	W	116	70
	C-T C-7.....	7000	5000	3550	10	Opt	45	G-E	Own	4	I	Dead	Shel	36x5	36x5 1/2	W	126	65
	C-T A-7.....	7000	5800	3850	11	Opt	45	G-E	Own	4	I	Dead	Shel	36x6	36x4 1/2	W	122	60
	C-T A-10.....	10000	6500	3960	10	Opt	45	G-E	Own	4	I	Dead	Shel	36x7	36x5 1/2	W	132	59
	*Kelland A.....	1000	1850	1400	15	Opt	50	G-E	G-E	4	R	Flot	Mer	34x3	34x3	Ross	102	60
	*Kelland B.....	1500	1950	1450	15	Opt	50	G-E	G-E	4	R	Flot	Mer	34x3 1/2	34x3 1/2	Ross	102	60
	*Kelland C.....	2000	2150	1500	15	Opt	50	G-E	G-E	4	R	Flot	Mer	34x3 1/2	34x4	Ross	102	60
	Lansden BG 3/4.....	1400	1600	1500	15	Opt	50	G-E	G-E	4	R	Flot	SP	32x4 1/2	32x4 1/2	Lav	90	50
	Lansden MC 1.....	2900	1850	1200	12	Opt	50	G-E	G-E	4	C	D	SP	36x3	36x3 1/2	KH	108	60
	Lansden MD 2.....	4400	2250	1100	11	Opt	50	G-E	G-E	4	C	D	SP	36x4	36x3 1/2	KH	120	60
	Lansden ME 3/4.....	5700	2950	1000	10	Opt	45	G-E	G-E	4	C	D	SP	36x5	36x4 1/2	KH	133	60
	Lansden MF 5.....	7500	3350	900	9	Opt	40	G-E	G-E	4	C	D	SP	36x6	36x5 1/2	KH	146	60
	Lansden MG 6.....	8900	.....	700	7	Opt	35	G-E	G-E	4	C	D	SP	36x7	36x6 1/2	KH	156	60
	Milburn Model 40.....	2000	1990	1985	15	Opt	50	G-E	Own	4	.....	W	Math	32x4 1/2	33x5	Gem	128	62
	Milburn Model 43.....	1000	1690	1585	18	Opt	50	G-E	Own	4	.....	W	Math	32x4 1/2	32x4 1/2	Gem	115	56
	*Walker Model 22.....	2000	2500	.....	14	Opt	60	West	West	5	O	Own	Math	34x3 1/2	36x4	Ross	101	66
	*Walker Model 42.....	4000	3700	.....	13	Opt	60	West	West	5	O	Own	Math	36x4	36x6	Ross	114	66
	Walker M 2.....	1250	2300	.....	15	Opt	60	West	West	5	O	Own	Math	34x3	36x3 1/2	Ross	94	66
	Walker N.....	10000	6300	.....	10	Opt	50	West	West	5	O	Own	Math	36x6	38x6 1/2	Ross	141	66
	Walker P.....	7000	5300	.....	11	Opt	50	West	West	5	O	Own	Math	36x5	38x5 1/2	Ross	131	66
	Walter EN.....	3800	4400	2900	15	Opt	50	G-E	G-E	4	O	Dead	.....	36x4	36x7	Gem	114	60
	Walter EL.....	6600	4550	3600	13 1/2	Opt	50	G-E	G-E	4	O	Dead	.....	36x5	36x4	Gem	130	60
	Walter ES.....	9600	7200	4350	12	Opt	50	G-E	G-E	4	O	Dead	.....	36x6	40x6	Ros	150	60
	Ward WS 2.....	1650	.....	13	Opt	45	G-E	Own	4	W	Shel	Shel	Shel	32x3	32x3 1/2	Own	88	60
	Ward WA.....	2860	.....	12	Opt	45	G-E	Own	4	W	Shel	Shel	Shel	32x3 1/2	34x4	Own	90	60
	Ward WA 2.....	2470	.....	12	Opt	45	G-E	Own	4	W	Shel	Shel	Shel	32x3 1/2	34x4	Own	90	60
	Ward WB.....	3850	.....	10.5	Opt	40	G-E	G-E	4	W	Shel	Shel	Shel	34x4	36x5	Own	102	60
	Ward WB 2.....	3350	.....	10.5	Opt	40	G-E	G-E	4	W	Shel	Shel	Shel	34x4	36x5	Own	102	60
	Ward WD.....	4875	.....	9	Opt	35	G-E	G-E	4	W	Shel	Shel	Shel	36x5	36x7	Own	114	60
	Ward WD 2.....	4350	.....	9	Opt	35	G-E	G-E	4	W	Shel	Shel	Shel	36x5	36x7	Own	114	60
	Ward WF.....	7200	.....	8	Opt	30	G-E	G-E	5	W	Shel	Shel	Shel	36x6	36x10	Own	132	70
	Ward WF 2.....	6450	.....	8	Opt	30	G-E	G-E	5	W	Shel	Shel	Shel	36x6	36x10	Own	132	70
	Ward WH.....	9400	.....	7	Opt	26	G-E	G-E	5	W	Shel	Shel	Shel	36x7	40x12	Own	144	70
	Ward WH 2.....	8200	.....	7	Opt	26	G-E	G-E	5	W	Shel	Shel	Shel	36x7	40x12	Own	144	70

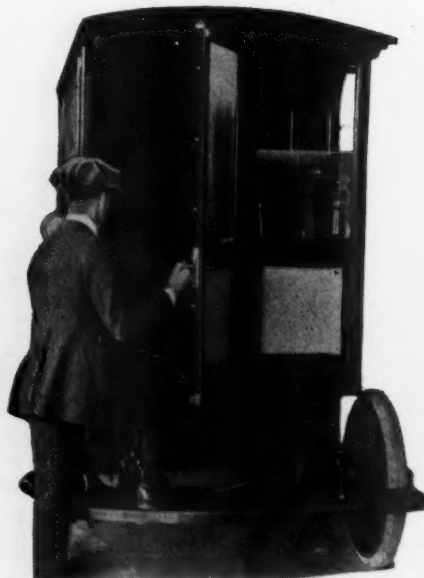
## Manufacturers and Models Included in Specifications on Preceding Pages

Acason—1/4, 1, 1 1/2, 2 1/2, 3 1/2, 5—Acason Motor Truck Co., Wyandotte, Mich.  
 Ace—1 1/2, 2 1/2—American Motor Truck Co., Newark, Ohio.  
 Acme—1, 1 1/2, 2, 3, 4 1/2, 6 1/2—Acme Motor Truck Co., Cadillac Mich.  
 Ajax—1 1/2—Ajax Motors Corp., Boston, Mass.  
 American—2 1/2, 4—American Motor Truck & Tractor Co., Portland, Conn.  
 Apex—1, 1 1/2, 2 1/2, 3 1/2—Hamilton Motor Co., Grand Haven, Mich.  
 Armleder—1, 1 1/2, 2 1/2, 3 1/2—O. Armleder Co., Cincinnati, Ohio.  
 Atco—1 1/2, 2 1/2—American Truck & Trailer Corp., Kankakee, Ill.  
 Atlantic—1, 2, 3, 5, 6—Atlantic Electric Vehicle Co., Newark, N. J.  
 Atlas—1—Atlas Truck Corp., York, Pa.  
 Atterbury—1 1/2, 2 1/2, 3 1/2, 5—Atterbury Motor Car Co., Buffalo, N. Y.  
 Autocar—1 1/2, 2, 5—Autocar Co., Ardmore, Pa.  
 Available—1 1/2, 2, 2 1/2, 3 1/2, 5, 7—Available Truck Co., Chicago, Ill.  
 Avery—1—Avery Company, Peoria, Ill.  
 Bell—1, 1 1/2, 2 1/2—Iowa Motor Truck Co., Ottumwa, Ia.  
 Bessemer—1, 1 1/2, 2 1/2, 4—Bessemer Motor Truck Co., Grove City, Pa.  
 Birch—1—Birch Motor Cars, Chicago, Ill.  
 Bridgeport—1 1/2, 2 1/2, 3 1/2—Bridgeport Motor Truck Co., Bridgeport, Conn.  
 Brinton—1 1/2, 2 1/2—Brinton Motor Truck Co., Philadelphia, Pa.  
 Brockway—1 1/2, 2 1/2, 3 1/2, 5—Brockway Motor Truck Co., Cortland, N. Y.  
 Buffalo—1 1/2, 2 1/2 T—Buffalo Truck & Tractor Corp., Clarence, N. Y.  
 C. T.—1, 1 1/2, 2, 3 1/2, 5—Commercial Truck Co., Philadelphia, Pa.  
 Capitol—1 1/2, 2 1/2, 3 1/2—Capitol Motors Corp., Fall River, Mass.  
 Casco—1—Casco Motors, Inc., Portland, Maine.  
 Case—2—J. I. Case Plow Works Co., Racine, Wis.  
 Chevrolet—1/4, 1—Chevrolet Motor Co. of Mich., Flint, Mich.  
 Chicago—1 1/2, 2 1/2, 3 1/2, 5—Chicago Motor Truck, Inc., Chicago, Ill.  
 Climber—1 1/2—Climber Motor Corp., Little Rock, Ark.  
 Clydesdale—1/4, 1, 1 1/2, 2 1/2, 3 1/2, 5—Clydesdale Motor Truck Co., Clyde, Ohio.  
 Collier—1, 1 1/2, 2, 2 1/2—Collier Motor Truck Co., Bellevue, Ohio.  
 Commerce—1 1/2, 1 1/2, 2, 2 1/2—Commerce Motor Truck Co., Detroit, Mich.  
 Concord—1 1/2, 2, 2 1/2, 3—Abbott-Downing Truck & Body Co., Concord, N. H.  
 Corbitt—1, 1 1/2, 2, 2 1/2, 3, 4, 5—Corbitt Motor Truck Co., Henderson, N. C.  
 Cyclone—1 1/2—The Cyclone Motor Corp., Greenville, S. C.  
 Dart—1 1/2, 2 1/2, 3 1/2—Dart Truck & Tractor Corp., Waterloo, Ia.  
 Day-Elder—1, 1 1/2, 2, 2 1/2, 3 1/2, 5—Day-Elder Motors Corp., Newark, N. J.  
 Dearborn—1, 1 1/2, 2—Dearborn Truck Co., Chicago, Ill.  
 Defiance—1, 1 1/2, 2—Defiance Motor Truck Co., Defiance, Ohio.  
 Denby—1, 1 1/2, 2, 3, 4, 5—Denby Motor Truck Co., Detroit, Mich.  
 Dependable—1, 1 1/2, 2, 2 1/2, 3 1/2—Dependable Truck & Tractor Co., East St. Louis, Ill.

Diamond T—1 1/2, 1 1/2, 2, 3 1/2, 5—Diamond T Motor Car Co., Chicago, Ill.  
 Diehl—1, 1 1/2—Diehl Motor Truck Works, Philadelphia, Pa.  
 Dixon—Dixon Motor Truck Co., Altoona, Pa.  
 Dodge—1 1/2—Dodge Bros., Detroit, Mich.  
 D-Olt—1 1/2, 2 1/2, 5—D-Olt Motor Truck Co., Inc., Long Island City, N. Y.  
 Dorris—2, 3 1/2—Dorris Motor Car Co., St. Louis, Mo.  
 Dort—1 1/2—Dort Motor Car Co., Flint, Mich.  
 Double Drive—4—Double Drive Truck Co., Chicago, Ill.  
 Douglas—1 1/2, 2, 3—Douglas Motors Corp., Omaha, Neb.  
 Drake—2—Drake Motor & Tire Mfg. Corp., Knoxville, Tenn.  
 Duplex—2, 3 1/2—Duplex Truck Co., Lansing, Mich.  
 Duty—2—Duty Motor Co., Elgin, Ill.  
 Eagle—2—Eagle Motor Truck Corp., St. Louis, Mo.  
 Erie—1 1/2, 2 1/2—Erie Motor Truck Mfg. Co., Erie, Pa.  
 Eugol—1—Eugol Motor Truck Co., Kenosha, Wis.  
 F. W. D.—3—Four-Wheel Drive Auto Co., Clintonville, Wis.  
 Facto—2 1/2—Facto Motor Trucks, Springfield, Mass.  
 Fageol—2, 3, 4, 5—Fageol Motors Co., Oakland, Cal.  
 Fargo—2—Fargo Motor Truck Co., Chicago, Ill.  
 Federal—1, 1 1/2, 2, 3 1/2, 5, T.T.—Federal Motor Truck Co., Detroit, Mich.  
 Ford—1—Ford Motor Co., Highland Park, Mich.  
 Forschler—1, 1 1/2, 2, 3—Forschler Motor Truck Mfg. Co., New Orleans, La.  
 Front Drive—1 1/2—Double Drive Truck Co., Chicago, Ill.  
 Fulton—1, 2, T.T.—Fulton Motors Corp., Farmingdale, N. Y.  
 G. M. C.—1, 2, 3 1/2, 5—General Motors Truck Co., Pontiac, Mich.  
 G. W. W.—1 1/2—Wilson Truck Mfg. Co., Henderson, Ia.  
 Garford—1 1/2, 2, 3 1/2, 5, 7 1/2—Garford Motor Truck Co., Lima, O.  
 Gary—1, 2, 2 1/2, 3 1/2, 5—Gary Motor Corp., Gary, Ind.  
 Gersix—1 1/2, 2 1/2, 3—Gersix Mfg. Co., Seattle, Wash.  
 Giant—1 1/2, 2 1/2, 3 1/2, 5—Giant Truck Corp., Chicago Heights, Ill.  
 Graham—1 1/2—Graham Brothers, Evansville, Ind.  
 Gramm-Bernstein—1, 1 1/2, 2, 3, 3 1/2, 4, 5—Gramm-Bernstein Motor Truck Co., Lima, Ohio.  
 Hal-Fur—2, 3 1/2—Hal-Fur Motor Truck Co., Cleveland, Ohio.  
 Hall—2 1/2, 3 1/2, 5, 7—Lewis-Hall Motors Corp., Detroit, Mich.  
 Harvey—2, 2 1/2, 3 1/2—Harvey Motor Truck Co., Harvey, Ill.  
 Hendrickson—2 1/2, 3 1/2, 5—Hendrickson Motor Truck Co., Chicago, Ill.  
 Higrade—1, 1 1/2—Higrade Motors Co., Harbor Springs, Mich.  
 H. R. L.—1 1/2, 2 1/2—H. R. L. Motor Co., Seattle, Wash.  
 Hug—1 1/2—The Hug Co., Highland, Ill.  
 Hurlburt—1 1/2, 2 1/2, 3 1/2, 5—Harrisburg Mfg. & Boiler Co., Harrisburg, Pa.  
 Huron—1 1/2, 2 1/2—Huron Truck Co., Bad Axe, Mich.  
 Independent—1 1/2, 2 1/2, 3 1/2—Independent Motor Co., Youngstown, Ohio.  
 Independent—1, 1 1/2, 2 1/2—Independent Motor Truck Co., Inc., Danversport, Ia.  
 Indiana—1 1/2, 2, 2 1/2, 3 1/2, 5—Indiana Truck Corp., Marion, Ind.  
 International—1, 1 1/2, 2, 3, 5—International Harvester Co., Chicago, Ill.  
 Jackson—3 1/2—Jackson Motors Corp., Jackson, Mich.



- Kalamazoo—1½, 2½, 3½—Kalamazoo Motor Corp., Kalamazoo, Mich.  
 Kearns—¾, 1½—Kearns-Dughe Motors Co., Danville, Pa.  
 Kelland—Kelland Motor Car Co., Newark, N. J.  
 Kelly-Springfield—1½, 2½, 3½, 5, 6—Kelly-Springfield Motor Truck Co., Springfield, O.  
 Keystone—2—Keystone Motor Truck Corp., Philadelphia, Pa.  
 Kimball—2, 2½, 3, 4, 5—Kimball Motor Truck Co., Los Angeles, Cal.  
 Kissel—1, 1½, 2½, 4, 5—Kissel Motor Car Co., Hartford, Wis.  
 Kleiber—1, 1½, 2, 2½, 3½, 5—Kleiber & Co., Inc., San Francisco, Cal.  
 Koehler—1½, 2½, 3½, T.T.—H. J. Koehler Motors Corp., Bloomfield, N. J.  
 Lange—2, 2½—Lange Motor Truck Co., Pittsburgh, Pa.  
 Lansden—¾, 1, 2, 3½, 5, 6—Lansden Company, Danbury, Conn.  
 Larrabee-Deyo—1½, 2½, 3½, 5—Larrabee-Deyo Motor Truck Co., Inc., Binghamton, N. Y.  
 Lombard—T.T.—Lombard Auto Tractor Truck Corp., New York, N. Y.  
 Luedinghaus—1, 1½, 2—Luedinghaus-Espenschied Wagon Co., St. Louis, Mo.  
 Maccar—2½, 3, 4, 5, 6—Maccar Truck Co., Scranton, Pa.  
 MacDonald—7—MacDonald Truck & Tractor Co., San Francisco, Cal.  
 Mack—1½, 2, 2½, 3½, 5, 6½, 7½, T.T.—International Motor Co., New York, N. Y.  
 Master—1½, 2½, 3½, 5, T.T.—Master Trucks, Inc., Chicago, Ill.  
 Maxwell—1½—Maxwell Motor Co., Inc., Detroit, Mich.  
 Menominee—1, 1½, 2, 3½, 5—Menominee Motor Truck Co., Menominee, Mich.  
 Moline—1½—Moline Plow Co., Moline, Ill.  
 Moreland—1, 1½, 2½, 4, 5—Moreland Motor Truck Co., Los Angeles, Cal.  
 Napoleon—¾, 1, 1½—Napoleon Motors Co., Traverse City, Mich.  
 Nash—1, 2—Nash Motors Co., Kenosha, Wis.  
 Nelson-LeMoon—1½, 2½, 3½, 5—Nelson & LeMoon, Chicago, Ill.  
 Netco—2, 2½—New England Truck Co., Fitchburg, Mass.  
 Niles—2—South Main Motor Co., Pittsburgh, Pa.  
 Noble—1½, 2, 2½, 3½—Noble Motor Truck Co., Kendallville, Ind.  
 Northway—2, 3½—Northway Motors Co., Natick, Mass.  
 Norwalk—1, 1½—Norwalk Motor Car Co., Martinburg, W. Va.  
 O. K.—1½, 2½, 3½—Oklahoma Auto Mfg. Co., North Muskogee, Okla.  
 Ogden—¾, 1½, 2½, 3½, 5—Ogden Motor Truck Co., Chicago, Ill.  
 Old Reliable—1½, 2½, 3½, 5, 6—Old Reliable Motor Truck Co., Chicago, Ill.  
 Oldsmobile—1—Olds Motor Works, Lansing, Mich.  
 Olympic—2½—Olympic Motor Truck Co., Tacoma, Wash.  
 Oneida—2, 2½, 3½, 5—Oneida Motor Truck Co., Green Bay, Wis.  
 Oshkosh—2, 2½—Oshkosh Motor Truck Mfg. Co., Oshkosh, Wis.  
 Packard—2, 3, 5—Packard Motor Car Co., Detroit, Mich.  
 Paige—1½, 2½, 3½—Paige-Detroit Motor Car Co., Detroit, Mich.  
 Parker—1, 2½, 3½, 5—Parker Motor Truck Co., Milwaukee, Wis.  
 Patriot—1, 2, 3—Patriot Mfg. Co., Lincoln, Neb.  
 Penn—1, 2—Penn Motors Corp., 1714 N. Broad St., Philadelphia, Pa.  
 Pierce-Arrow—2, 3½, 5—Pierce-Arrow Motor Car Co., Buffalo, N. Y.  
 Pioneer—1—Pioneer Truck Co., Chicago, Ill.  
 Pittsburgher—2½, 3½—Pittsburgh Truck Mfg. Co., Pittsburgh, Pa.  
 Power—1½, 3½—Power Truck & Tractor Co., St. Louis, Mo.  
 Premocar—1½—Preston Motors Corp., Birmingham, Ala.  
 Rainier—¾, 1, 1½, 2, 2½, 3½, 5—Rainier Motor Corp., New York, N. Y.  
 Ranger—2—Southern Motor Mfg. Ass'n, Ltd., Houston, Tex.  
 Reliance—1½, 2½—Reliance Motor Truck Co., Appleton, Wis.  
 Reo—1½—Reo Motor Car Co., Lansing, Mich.  
 Republic—¾, 1, 1½, 2½, 3½—Republic Motor Truck Co., Inc., Alma, Mich.  
 Rowe—1½, 2, 3, 4, 5—Rowe Motor Mfg. Co., Lancaster, Pa.  
 Ruggles—1½, 2—Ruggles Motor Truck Co., Saginaw, Mich.  
 Rumely—1½—Advance-Rumely Thresher Co., Inc., La Porte, Ind.  
 Samson—¾, 1½—Samson Tractor Co., Janesville, Wis.  
 Sanford—2½, 3½, 5—Sanford Motor Truck Co., Syracuse, N. Y.  
 Schacht—2, 3, 4, 5, 7—G. A. Schacht Motor Truck Co., Cincinnati, O.  
 Schwartz—1, 2, 3, 5—Schwartz Motor Truck Co., Reading, Pa.  
 Selden—1½, 2½, 3½, 5—Selden Truck Corp., Rochester, N. Y.  
 Service—¾, 1½, 2, 2½, 3, 3½, 6—Service Motor Truck Co., Wabash, Ind.  
 Signal—1, 1½, 2½, 3½, 5—Signal Truck Corp., Detroit, Mich.  
 Southern—1, 1½, 2—Southern Truck & Car Corp., Greenboro, N. C.  
 Standard—1½, 2½, 3½, 5—Standard Motor Truck Co., Detroit, Mich.  
 Sterling—1½, 2, 2½, 3½, 5, 7½—Sterling Motor Truck Co., Milwaukee, Wis.  
 Stewart—¾, 1, 1½, 2, 2½, 3½—Stewart Motor Corp., Buffalo, N. Y.  
 Stoughton—¾, 1, 1½, 2, 3—Stoughton Wagon Co., Stoughton, Wis.  
 Super Truck—2½, 3½, 5—O'Connell Motor Truck Co., Waukegan, Ill.  
 Superior—1, 2—Superior Motor Truck Co., Atlanta, Ga.  
 Tiffin—1½, 2½, 3½, 5, 6—Tiffin Wagon Co., Tiffin, Ohio.  
 Titan—2, 3½, 5, 6—Titan Truck Co., Milwaukee, Wis.  
 Thomart Speed—1½—Thomart Motor Co., Kent, Ohio.  
 Tower—1½, 2½, 3½—Tower Motor Truck Co., Greenville, Mich.  
 Traffic—1½, 2, 3—Traffic Motor Truck Corp., St. Louis, Mo.  
 Transport—1, 1½, 2, 3, 3½, 5—Transport Truck Co., Mt. Pleasant, Mich.  
 Traylor—1½, 2, 3, 5—Traylor Eng. & Mfg. Co., Cornwells, Pa.  
 Triangle—¾, 1½, 2, 2½—Triangle Motor Truck Co., St. Johns, Mich.  
 Triumph—1½, 2, 2½—Triumph Truck & Tractor Co., Kansas City, Mo.  
 Twin City—2, 3½—Twin City Company, Minneapolis, Minn.  
 Ultimate—1½, 2, 2½, 3, 5—Vreeland Motor Co., Inc., Newark, N. J.  
 Titan—2½, 4, 6—Union Motor Truck Co., Bay City, Mich.  
 United—1½, 2½, 3½, 5—United Motors Co., Grand Rapids, Mich.  
 Ursus—1, 1½, 2½, 3½—Ursus Motor Co., Inc., Chicago, Ill.  
 U. S.—1½, 1½, 3, 4, 5—United States Motor Truck Co., Cincinnati, Ohio.  
 Velle—1½—Velle Motors Corp., Moline, Ill.  
 Vim—¾, 1, 2, 3—Vim Motor Truck Co., Philadelphia, Pa.  
 Vulcan—2½—Vulcan Mfg. Co., Seattle, Wash.  
 Walker—¾, 1, 2, 3½, 5—Walker Vehicle Co., Chicago, Ill.  
 Walker-Johnson—2, 2½—Walker-Johnson Truck Co., Woburn, Mass.  
 Walter—2, 2½, 3½, 5, 7—T. T. Walter Truck Co., New York, N. Y.  
 Ward—¾, 1, 2, 3½, 5—Ward Motor Vehicle Co., Mt. Vernon, N. Y.  
 Ward La France—2½, 3½, 5—Ward La France Truck Co., Inc., Elmira, N. Y.  
 Watson—¾, 3½, T.T.—Watson Wagon Co., Canastota, N. Y.  
 White—¾, 2, 3½, 5—White Co., Cleveland, Ohio.  
 White Hickory—1, 1½, 2½—White Hickory Motor Corp., Atlanta, Ga.  
 Wichita—1, 2, 3, 3½, 5½—Wichita Falls Motors Co., Wichita Falls, Tex.  
 Wilcox—1, 1½, 2½, 3½, 5—Wilcox Trux, Inc., Minneapolis, Minn.  
 Wilson—1½, 2½, 3½, 5—J. C. Wilson Co., Detroit, Mich.  
 Winther—1, 1½, 2, 2½, 3½, 5, 7—Winther Motor Truck Co., Kenosha, Wis.  
 Wisconsin (Loganville)—2, 2½—Wisconsin Truck Co., Loganville, Wis.  
 Wisconsin (Sauk City)—1, 1½, 2½, 3½—Wisconsin Farm Tractor Co., Sauk City, Wis.  
 Witt-Will—1½, 2—Witt-Will Co., Inc., Washington, D. C.  
 Wolverine—1, 1½, 2, 2½, 3½—American Commercial Car Co., Detroit, Mich.  
 Yellow Cab—¾, 1½—Yellow Cab Mfg. Co., Chicago, Ill.



**A Construction Which is Said Saves the Driver an Hour a Day**

The bumper-step and dash assembly found on the delivery car of the Ward Motor Vehicle Co., Mount Vernon, N. Y., enables drivers to get in and out easily even though their arms may be filled with bundles. The dash is hinged at the middle and folds back out of the way while the driver is making deliveries. Enclosed cars may be similarly furnished.



**This Illustration Presents a Favorable Indication of Increasing Business**

It shows a large number of trucks of various makes in the mounting department of the Heil Co., Milwaukee, Wis., ready to be equipped with bodies and hoists. This company has experienced an even influx of business since the first of April and anticipates an even heavier flow far into the summer in view of the non-availability of dump trucks for rent in Milwaukee. Everything required in the mounting of bodies and hoists with dispatch and accuracy is provided in this shop. Note the 10 ton crane to the right. These cranes are capable of lifting trucks bodily to any point within the shop.



# How They Sell Trucks to Farmers

Selling the Farmer Requires Use of Different Tactics  
From Those Employed in Selling the City Merchant

## *Personal Element a Strong Factor in Making Farm Sales*

By FRANK H. WILLIAMS

**S**OME truck dealers are particularly successful in selling trucks to farmers. How do these dealers sell so many trucks to this particular class of prospects?

Surely a consideration of some of the methods used by dealers who are especially successful in this particular line would be of help to other truck dealers.

It was with this thought in mind that the writer recently interviewed a number of dealers who have this year hung up splendid records in farm truck sales and secured from them brief resumes of their methods. The most striking and valuable of the methods used are related in this article and it is hoped that other dealers may secure pointers and ideas and suggestions which will prove of benefit to them in their businesses.

"The reason I am able to sell so many trucks to farmers," said one successful middle western truck dealer, "is because I know what I'm about when I go after the farm trade.

"Not only do I keep the customary card index record of prospective customers, but I also keep records which tell me what sort of products the farmers in my country specialize in, what sort of farm equipment these farmers already have and which also give me a fairly accurate estimate of what each farmer will probably make this year.

"These records I get from my salesmen and from my personal work with the farmers and by co-operation with other dealers in the county who are trying to sell farmers articles which do not compete with my trucks. For instance, I co-operate with an implement dealer who doesn't sell trucks; with a dealer in stationary farm light and power plants; with my bank which specializes in farm accounts and with a building supply company which does a particularly big trade with farmers.

"Through all these various mediums it is a fairly easy task to get all this data and to keep the data right up to date.

"Of course I use all this data continuously in going after the farm trade. I make up lists of farmers who, for instance, are large raisers of garden truck and who haven't any new trucks. Then I go after this class hard one week. Another week I go after the hog raisers and so on.

"By having all this data and by using it in going after the farm truck trade I avoid the likelihood of wasting time soliciting business from farmers who really

have no need for a truck or in soliciting from farmers who can't afford to buy trucks. That's what I mean when I say that the reason I sell so many trucks to farmers is because I know what I'm about when I go after the farm trade."

Couldn't you, Mr. Dealer, co-operate more than you do with non-competing lines in getting better farm data and in exchanging prospects and all that sort of thing?

Another successful dealer had this to say:

"I consider that the main reason why I sell so many farm trucks is because I do so much for the farmers.

"Now at first thought that may seem like a rather presumptuous statement. What is it I do for the farmers of my territory that isn't done by other truck dealers?

"Well, there's a lot, if I do say so myself.

### Uses "Open Sesame" Tactics

"One thing I do is to furnish free music for a lot of farm meetings. Some time ago I purchased a large phonograph for use in my home and whenever I hear of a farmers' institute or a school meeting or something of that sort in the county I immediately get in touch with the leaders of the meeting and offer to furnish them with phonograph music for the affair free of charge, provided they'll let me put up a sign at the front of the room in which the meeting is held, advertising my trucks. So far there have been only one or two times when this offer of mine wasn't welcomed.

"Of course I take the phonograph to the meeting on one of my trucks and I see to it that the truck carries a big banner advertising my business in a snappy way that will appeal to the farmers. I let this truck stand out in front of the meeting place before and after the meeting and in this way get a lot of free advertising.

"Also whenever I go to a meeting of this kind I always offer to furnish a truck to carry folks to and from the meeting and to haul any stuff that is needed—like ice cream cans—to and from the gathering. And, of course, this truck carries a banner advertising my business, too.

"The main value of a stunt of this sort is that it enables me to become friends with the leaders of the gatherings, who are generally leaders in their immediate territory. And through such friendships

I make a lot of sales which lead to other sales.

"It seems to me that nowadays when competition is so keen all along the line it is up to the successful truck dealer to get after business in some such way as this. It is up to the dealer to get business by rendering real service to the prospects and by thus getting to be friends with the prospects.

"It is true that trucks are sold to city business firms on a strict price, quality and service basis, but in selling to farmers it should be remembered that the personal element is still one of the very strongest factors in making farm sales."

A third successful farm truck dealer had this to say:

"With me the proposition of selling trucks to farmers has resolved itself into a matter of making as many calls and as many demonstrations as possible.

"My method is very simple. I start out in the morning with my demonstrator and drive out to the territory I've assigned to myself for working. I drive up to the first farm house in that territory and I get right to the farmer, whether he is in the barn or out in the field, and I get him into the truck and demonstrate the truck to him. I don't let him tell me he isn't interested because I tell him that every farmer must be interested in something that is going to make him money and I tell him the question of buying my truck resolves itself merely into a question of whether or not he wants to start making more money at once.

"This plan has its advantages and its disadvantages. It makes a lot of sales, but it also wastes a lot of time because I make a great many demonstrations to farmers whom I do not sell.

"But I figure that the advantages outweigh the disadvantages. And to my mind the principal advantages are these:

"I am out actually selling all the time instead of fiddling around making up lists of prospects and all that sort of thing. Naturally the more selling experience I get the better salesman I become and the more sales I make. Also by going out after 'em instead of waiting for them to come around and see me I make myself and my business talked about and that word-of-mouth advertising helps considerably in making more sales. Also, I've demonstrated this to be an actual fact—the more calls and demonstrations I make the more sales I make. Which is a tremendous stimulant to work."



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Howe Rubber Corp., Inc., New Brunswick, N. J.	24.75	38.10	36.45	42.25	44.20	52.00	53.20	54.30	85.00	2200	90	120.00	3000	100	.....	.....
Howe Ultra Cord, non-skid .....																
India Tire & Rubber Co., Akron, O.	19.95	34.90	37.10	42.30	44.40	52.70	56.50	55.40	83.75	2200	90	118.90	3000	100	151.90	4000 110
Indiana Cord, non-skid .....																
Iowa Cord Tire Co., Inc., Des Moines, Ia.	17.85	29.93	31.68	36.77	38.57	45.79	.....	48.02	68.21	2200	90	.....	.....	.....	.....	.....
Jowa Cord, non-skid .....																
Kelly-Springfield Tire Co., New York, N. Y.	18.95	32.75	34.95	42.40	44.30	52.30	.....	54.40	90.90	2200	90	121.50	3000	100	157.50	4000 110
Kelly-Springfield Cord, Kant Slip .....																
Kenyon Co., Inc., Brooklyn, N. Y.	17.50	31.50	33.50	38.50	41.50	52.15	.....	54.75	80.00	2200	90	.....	.....	.....	.....	.....
Kenyon Cord, non-skid .....																
Keystone Tire & Rubber Co., New York, N. Y.	19.90	32.90	34.90	41.90	44.85	52.90	54.40	54.75	82.90	2200	90	.....	.....	.....	.....	.....
Keystone Cord, non-skid .....																
Kokomo Rubber Co., Kokomo, Ind.	18.00	32.40	34.25	46.10	48.30	57.35	.....	60.25	81.30	2200	90	.....	.....	.....	.....	.....
Kokomo Cord, non-skid .....																
Lee Tire & Rubber Co., New York, N. Y.	24.75	44.25	.....	54.25	56.75	64.50	66.25	67.75	98.50	1970	90	135.05	2720	100	173.75	3595 110
Lee P. F. Cord .....																
McClaren Rubber Co., Charlotte, N. C.	18.75	32.50	34.50	42.80	44.85	53.20	54.85	55.95	82.65	2200	90	.....	.....	.....	.....	.....
Autocrat Cord, non-skid .....																
Majestic Tire & Rubber Co., Indianapolis, Ind.	26.35	37.65	39.85	42.55	44.70	53.00	.....	55.70	91.85	2200	90	.....	.....	.....	.....	.....
Majestic Cord, non-skid .....																
Marathon Tire & Rubber Co., Cuyahoga Falls, O.	19.90	32.40	34.25	41.90	43.90	52.15	53.50	54.75	82.65	2200	90	.....	.....	.....	.....	.....
Marathon Cord, non-skid .....																
Mason Tire & Rubber Co., Kent, O.	18.75	31.95	33.05	40.05	42.25	50.80	52.60	52.50	80.40	22.00	90	110.40	3000	100	142.20	4000 110
Mason Cord, non-skid .....																
Mellinger Tire & Rubber Co., Kansas City, Mo.	19.70	34.95	37.85	44.45	46.55	54.90	.....	56.50	103.10	2200	90	.....	.....	.....	.....	.....
Mellinger Cord, non-skid .....																
Michelin Tire Co., Milwauk,	19.50	33.35	35.50	42.60	44.75	53.75	55.50	56.40	86.00	.....	.....	.....	.....	.....	.....	.....
Michelin Cord, non-skid .....																
Mid-Continent Tire Mfg. Co., Wichita, Kans.	22.00	38.75	41.15	45.45	47.50	49.25	.....	59.00	92.50	2200	90	.....	.....	.....	.....	.....
Midco Cord, Universal .....																
Miller Rubber Co., Akron, O.	19.00	32.40	34.25	41.90	46.95	52.11	53.50	57.50	78.05	2200	100	113.85	3000	110	146.65	4000 120
Miller Cord, "Geared-to-the-Road" .....																
Mohawk Rubber Co., Akron, O.	26.50	34.10	36.10	44.10	46.20	55.00	56.50	59.50	87.00	2200	90	121.50	3000	100	156.50	4000 110
Mohawk Cord, non-skid .....																
Norwalk Tire & Rubber Co., Inc., Norwalk, Conn.	.....	.....	.....	.....	.....	.....	52.55	57.20	75.00	2200	90	.....	.....	.....	.....	.....
Norwalk Cord, non-skid .....																
Oldfield Tire Co., Akron, O.	17.50	32.40	34.25	41.90	43.90	52.15	.....	54.75	.....	.....	.....	.....	.....	.....	.....	.....
Oldfield Cord, anti-skid .....																
Pennsylvania Rubber Co., Jeannette, Pa.	17.50	32.50	34.50	41.90	43.75	52.95	53.95	54.80	84.95	2200	90	105.95	3000	100	149.95	4000 110
Pennsylvania Cord, non-skid .....																
Perfection Tire & Rubber Co., Fort Madison, Ia.	19.60	32.40	34.25	41.90	43.90	52.15	.....	54.75	90.90	2200	90	121.50	3000	100	157.50	4000 110
Perfection Cord, non-skid .....																
Standard Fabrics	13.75	25.45	27.35	34.05	36.25	42.15	.....	44.75	.....	.....	.....	.....	.....	.....	.....	.....
Powertown Tire Corp., Rochester, N. Y.	23.30	39.10	41.00	49.70	53.10	61.00	62.20	63.20	95.90	2200	90	128.25	3400	100	.....	.....
Powertown Cord, non-skid .....																
Quaker City Rubber Co., Philadelphia, Pa.	21.85	32.40	34.25	41.90	43.90	52.15	.....	54.75	85.00	2200	90	115.50	3000	100	.....	.....
Quaker City Cord, non-skid .....																
Quaker City Fabric, non-skid .....		15.75	24.95	26.35	33.40	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Racine Rubber Co., Racine, Wis.	18.85	33.45	35.40	43.25	45.35	53.85	54.40	56.60	77.45	2200	90	112.35	3000	100	144.75	4000 110
Racine Multi-Mile Cord .....																
Republic Rubber Co., Youngstown, O.	19.00	33.75	35.85	44.35	46.60	55.25	.....	58.00	82.65	2200	90	115.45	3000	100	148.70	4000 110
Republic Cord, non-skid .....																
Samson Tire & Rubber Corp., Los Angeles, Calif.	18.90	33.90	35.85	49.40	52.60	61.50	63.80	65.70	85.00	2200	90	.....	.....	.....	.....	.....
Samson Super Size Cord, non-skid .....																
Sprague Tire & Rubber Co., Omaha, Neb.	.....	32.50	34.50	41.90	44.30	52.15	.....	54.75	90.90	2200	90	.....	.....	.....	.....	.....
Sprague Cord, non-skid .....																
Speckles "Savage" Tire Co., San Diego, Cal.	.....	35.50	37.80	46.80	48.00	57.40	.....	60.00	90.00	2200	90	.....	.....	.....	.....	.....
Speckles Savage Cord .....																
Standard Four Tire Co., Keokuk, Iowa	18.90	32.50	34.50	42.70	44.85	53.20	.....	55.85	85.00	2200	90	.....	.....	.....	.....	.....
Standard Cord, non-skid .....																
Standard Tire Co., Willoughby, O.	18.00	32.40	34.25	41.90	43.90	52.15	.....	54.75	82.65	2200	90	115.45	3000	100	.....	.....
Standard Cord, non-skid .....																
Tiger Foot, non-skid .....																
Swinehart Tire & Rubber Co., Akron, O.	20.00	35.20	37.25	45.55	47.70	56.70	55.00	59.50	82.80	2200	90	115.65	3000	100	.....	.....
Swinehart Cord, non-skid .....																
Syracuse Rubber Co., Inc., Syracuse, N. Y.	18.30	32.50	34.50	42.45	44.0	52.85	54.00	55.50	78.65	2200	90	113.85	3000	100	146.65	4000 110
Syracuse Syra-Cord, non-skid .....																
Thermold Rubber Co., Trenton, N. J.	33.05	34.95	42.75	44.80	44.80	53.20	54.60	55.80	84.30	2200	90	117.70	3000	100	.....	.....
Thermold cord, non-skid .....																
Times Square Auto Supply Co., Broadway at 56th St., New York, N. Y.	8.65	13.95	15.00	15.00	15.00	15.00	.....	15.00	.....	.....	.....	.....	.....	.....	.....	.....
Triumph Fabric	11.95	19.95	21.65	26.95	27.95	33.00	.....	33.95	.....	.....	.....	.....	.....	.....	.....	.....
Triumph Cord	8.25	13.20	14.20	15.00	15.00	15.00	.....	15.00	.....	.....	.....	.....	.....	.....	.....	.....
Timesco Fabric	12.95	18.95	20.65	25.95	26.95	32.00	.....	32.95	.....	.....	.....	.....	.....	.....	.....	.....
Timesco Cord	7.75	12.75	13.95	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Goodale & Ensign Fabric	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....	.....
Traveler Rub. Co. of Bethlehem, Bethlehem, Pa.	19.60	32.40	34.25	41.90	43.90	52.15	.....	54.75	83.60	2200	90	.....	.....	.....	.....	.....
Traveler Cord, non-skid .....																
United States Tire Co., New York, N. Y.	.....	.....	.....	.....	.....	.....	54.10	58.90	78.55	2200	90	113.85	3000	100	146.65	4000 110
United States Tire Co., non-skid .....																
Victor Rubber Co., Springfield, Ohio.	19.00	34.10	36.05	41.90	43.90	52.15	.....	54.75	82.65	2200	90	.....	.....	.....	.....	.....
Victor Cord, non-skid .....																





# SERVICE AND REPAIR DEPARTMENTS



## Recommended Factory Practice for Disassembling, Adjusting and Assembling Clark Axles

By C. P. SHATTUCK

**T**HE following are the operations employed at the factory of the Clark Equipment Co., Buchanan, Mich., in disassembling, replacing components, reassembling and adjusting the Clark models 1D and 2D axles. These are Clark axles of the internal gear type. There are two major assemblies; a load carrying unit on which the wheels are free to rotate, and a driving unit. The live axle (driving unit) is secured to the load carrying member and its shafts (2) drives the wheels through spur pinions. See phantom view, Fig. 1. Each pinion meshes with a large internal gear bolted to the wheel drum. See Fig. 17.

The Clark live member differs from the conventional axle in that spur pinions are

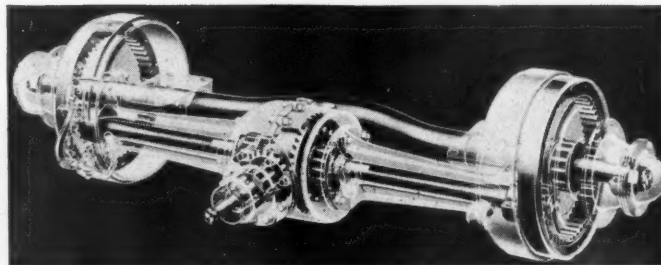


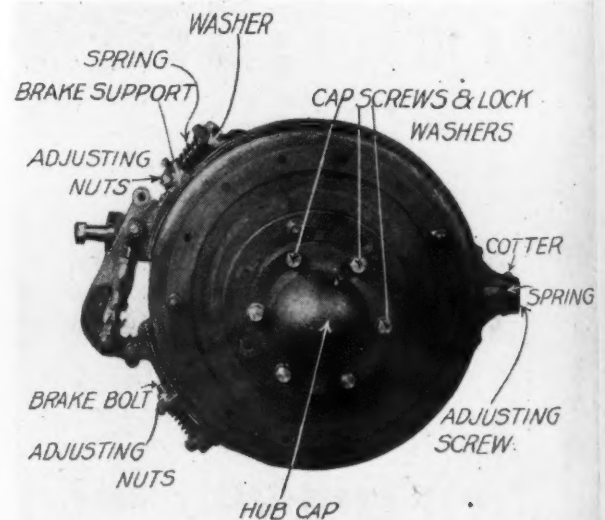
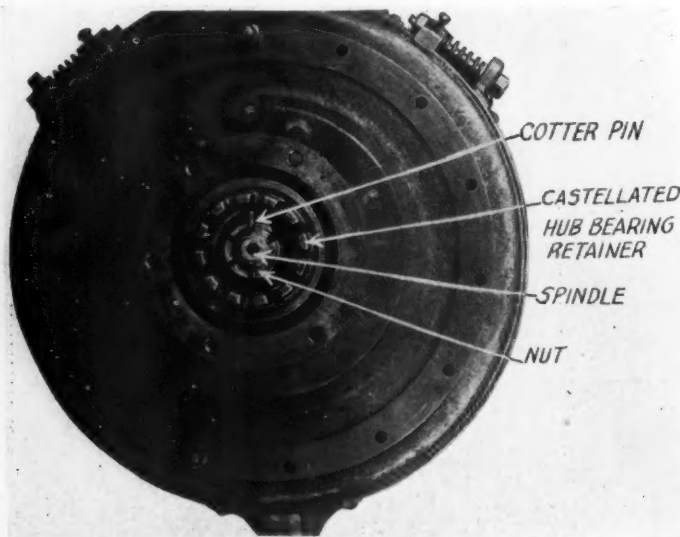
Fig. 1. Phantom View of Clark Internal Gear Drive Axle and Illustrating Load Carrying and the Driving Units

secured to the driving shafts instead of the road wheels. The Clark load carrying member is a solid steel bar, the ends of which are formed into wheel spindles. The spring seats, which also form supports for the brakes and drive shaft housing, are pressed on over the ends of the load carrying member.

### Progressive Steps in Disassembly

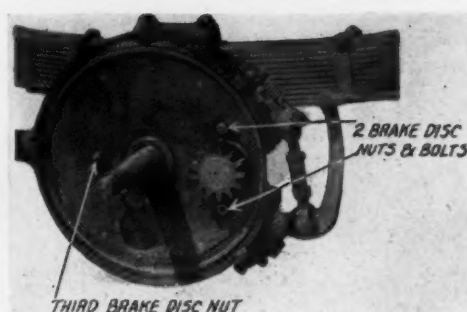
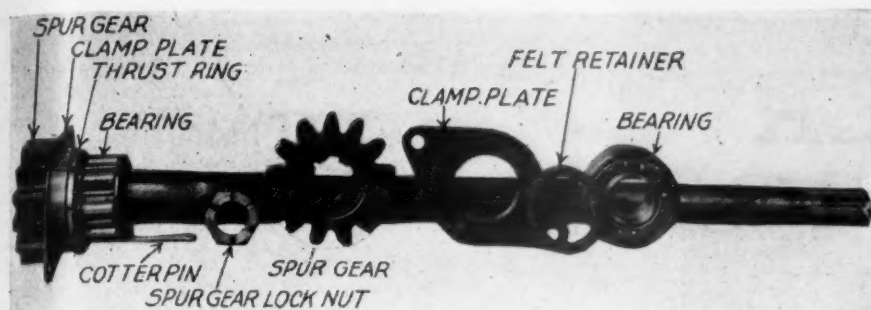
The complete disassembly of the axle, all assemblies, involves 17 operations, as follows:

- 1—Removing Wheels
- 2—Removing Drive Shafts
- 3—Disassembling Drive Shafts
- 4—Removing External Brakes
- 5—Removing Internal Brakes
- 6—Removing Brake Disk Assembly
- 7—Removing Live Axle
- 8—Removing Brake Flange Support
- 9—Removing Pinion Flange Assembly
- 10—Disassembling Pinion Flange Assembly
- 11—Disassembling Pinion Shaft Assembly
- 12—Disassembling Pinion Flange Housing Components



Left: Fig. 3. Hub Cap Displaced and Showing Lock Nut, Cotter Pin and Castellated Hub Bearing Retaining Nut. Right: Fig. 2. The Hub Cap is Retained by Cap Screws and Has a Lock-Flange Which Prevents the Castellated Hub Bearing Retaining Nut From Turning





Left: Fig. 5. The Drive Shaft Complete Also Disassembled and With Components in Order of Disassembly, From Left to Right. Right: Fig. 4. Before Drive Shaft Can be Removed the Two Brake Disk Nuts and Bolts Must be Displaced. The Third Brake Disk Nut is Removed Previous to Removing Brake Disk Assembly or Operation No. 6

- 13—Removing Differential
- 14—Removing Differential Bearing
- 15—Removing Outer Race, Differential Bearing
- 16—Removing Axle Housing
- 17—Disassembling Differential

Certain operations in the progressive disassembly may be eliminated when it is

remove lock nut. The gear is broached to fit the shaft and is a press fit, so an arbor press should be employed to remove the gear. Press off gear. Remove clamp plate, felt retainer, thrust ring and bearing. Fig. 5 shows a drive shaft assembly, also its components and in the order of their disassembly, from left to right.

brake support. Pull brake lever outward, compressing band, and use a screw driver to pry band away from brake band support. The band is displaced complete, or as shown at Fig. 6.

#### Operation No. 5

**Removing Internal Brakes**—Remove cotter pin from cam end of brake cam-shaft and slip off band. See Fig. 7, showing complete disassembly.

#### Operation No. 6

**Removing Brake Disk Assembly**—Remove cotter pin from third or remaining nut of brake disk bolt. See Fig. 4. Two of these nuts were removed in operation No. 4. Remove brake disk bolt nut and slip off disk. The disk bolt has a tube spacer between it and the brake flange.

#### Operation No. 7

**Removing Live Axle from Load Carrying Member**—Remove cotter pins from nuts A and AA (see Fig. 8) and remove nuts. Remove bolts C and CC. There are four bolts in all, two on either side of the axle. Remove load carrying member, to which are attached brake flange.

#### Operation No. 8

**Removing Brake Flange**—Remove two  $\frac{7}{8}$  in. cap screws, B and BB, and lock washers from brake support. See Fig. 8. The brake flange is located

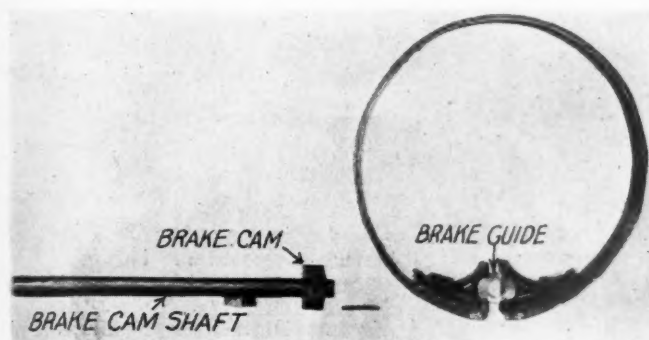


Fig. 7. The Internal Brake is Easily Removed by Displacing Cotter Pin From Cam End of Cam Shaft and Slipping Off the Band.

desired to disassemble a particular part, i.e., it is not necessary to take out a differential to remove a spur gear, etc.

#### Operation No. 1

**Removing Wheels**—Remove six 7-16 in. cap screws and lock washers and hub cap. See Fig. 2. The hub cap has a lock-flange—preventing the castellated hub bearing retainer nut (see Fig. 3) from turning. Remove castellated hub bearing retainer nut. Remove cotter pin from nut on spindle and displace nut. See Fig. 3. Remove washer. Grasp opposite spokes of wheel and pull off. Repeat operations to remove other wheel.

#### Operation No. 2

**Removing Drive Shafts**—Remove cotter pins (2) from brake disk bolts retaining the spur gear clamp plate (see Fig. 4) and remove the brake disk bolt nuts, (2)  $\frac{3}{8}$  in. nuts. If the lower brake disk bolt turns when attempting to displace the nut hold the bolt head with a wrench. To remove the spur gear and drive shaft assembly, insert a lever on either side in back of the gear and pry outward. Remove felt retainer from wheel spindle. Note: On some older models of axles the spur gear is integral with the drive shaft.

#### Operation No. 3

**Disassembling Drive Shaft**—Remove cotter pin from spur gear lock nut and

#### Operation No. 4

**Removing External Brakes**—Remove cotter pin from stop adjusting screw (see Fig. 2) and remove screw and coil spring. These are shown displaced in Fig. 6. Remove brake bolt nuts (2), top and bottom from each brake adjusting bolts. There are two to each brake. Remove the bolts (2), springs and washers. A washer is employed between each end of spring and

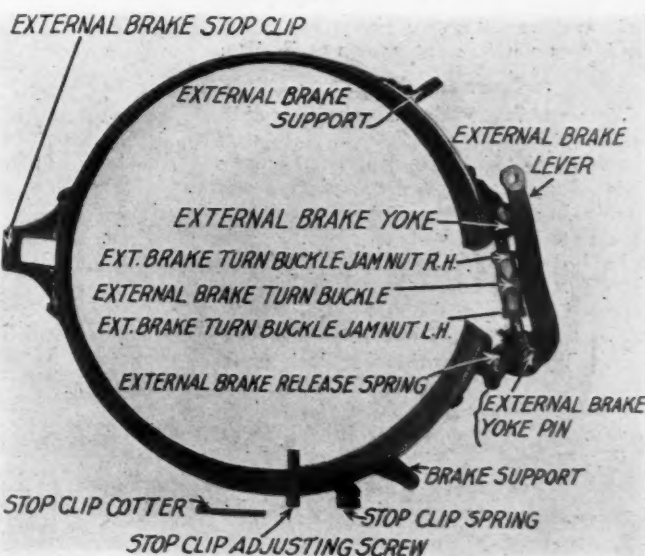


Fig. 6. To Remove External Brake Displace Cotter Pin, Stop Adjusting Screw and Spring Shown, Then Brake Bolt Nuts From Each of Adjusting Bolts



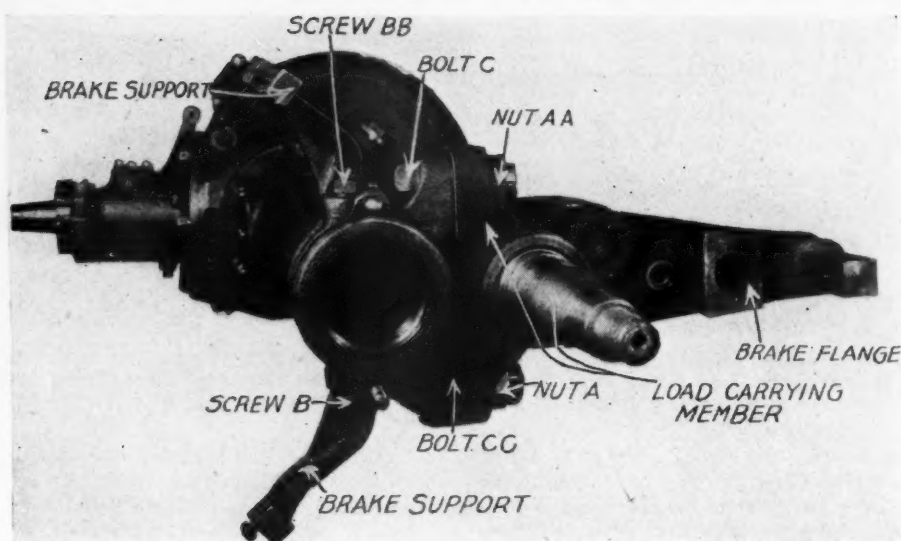
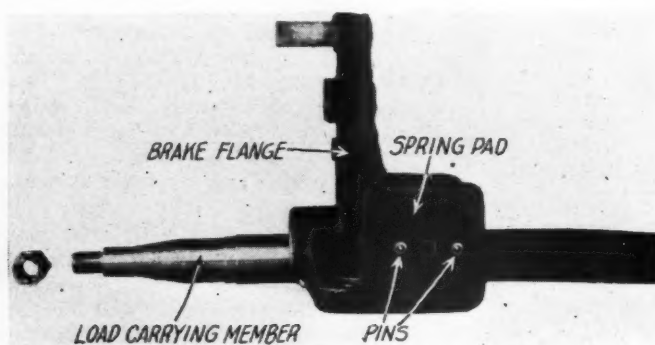


Fig. 8. To Separate Live Axle From Load Carrying Unit Remove Nuts "A" and "AA" and Bolts "C" and "CC"

by means of two pins, the location of which is indicated in Fig. 9. These pins are  $\frac{3}{8} \times 1\frac{1}{4}$  in. and must be drilled out before attempting the removal of the brake flange. Drive off flange. It is

Right: Fig. 19. The Clark Two and a Half Ton Axle or 2D Model



shown displaced from the axle, also the axle, at Fig. 9.

#### Operation No. 9

**Removing Pinion Flange Assembly—**On the top of the differential case is a plug. Remove this to provide a vent, then remove lower or drain plug and drain lubricant from case. See Fig. 10. Cut and remove the wires from the six 7-16 in. cap screws, remove screws and lock washers. Remove pinion flange assembly as a unit, or as shown at Fig. 11.

#### Operation No. 10

**Disassembling Pinion Flange Assembly—**Remove pinion flange lock plate nut, bolt and lock plate. See Fig. 11. Remove pinion flange cover plate screws (4), lock washers, and remove plate with gasket. This plate has an extension meshing with the adjusting collar, preventing the latter from turning. Screw out outer pinion bearing adjusting collar and felt. Straighten tits on lock plate between bearing lock nuts. Remove outer bearing lock plate nut, lock plate and inner lock plate nut. Use a lead hammer or block of wood to drive out shaft assembly, which is shown at Fig. 13.

#### Operation No. 11

**Disassembling Pinion Shaft Assembly—**Remove cotter pin from pinion shaft

nut. Remove pinion shaft, which is keyed on. Remove bearing and spacer.

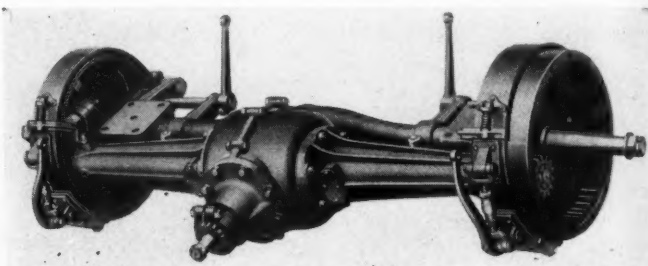
#### Operation No. 12

**Disassembling Pinion Flange Housing Components—**See Fig. 12. Remove outer bearing adjusting collar if it was not re-

moved when disassembling the pinion flange assembly. Remove outer pinion bearing and inner pinion bearing adjusting collar. The latter screws out. Remove pointed set screw by displacing lock nut and washer. The point of this screw enters hole in inner pinion bearing sleeve, preventing movement of the sleeve. Fig. 12 indicates the holes in these members. Remove sleeve and bearing washer. Care must be taken in the reassembly to so locate the outer pinion bearing sleeve that its hole will align with the point of the screw member.

#### Operation No. 13

**Removing Differential—**Remove differential case nuts (6) and drive out bolts (6). See Fig. 10. Slip off one axle housing. The housing removed and showing differential complete is shown in Fig. 15. Note: The differential thrust bearing is adjusted by a nut or collar, which screws out. It is best and cheapest to replace



Left: Fig. 9. Before Attempting to Remove Brake Flange, Located by Two Pins Indicated, These Must be Drilled Out Before Driving Off Flange.

worn or damaged members as a unit, as the bearing is pressed in.

#### Operation No. 14

**Removing Differential Bearing—**Drill the spots prick-punched and drive the extended metal towards center or back, so that the plain washer or bearing retaining member can be displaced. Remove bearing cage and outer race. Remove main shaft housing cover plate, which is held by 4 machine screws with lock washers.

#### Operation No. 15

**Remove Outer Race, Differential Bearing—**Remove differential adjusting nut as-

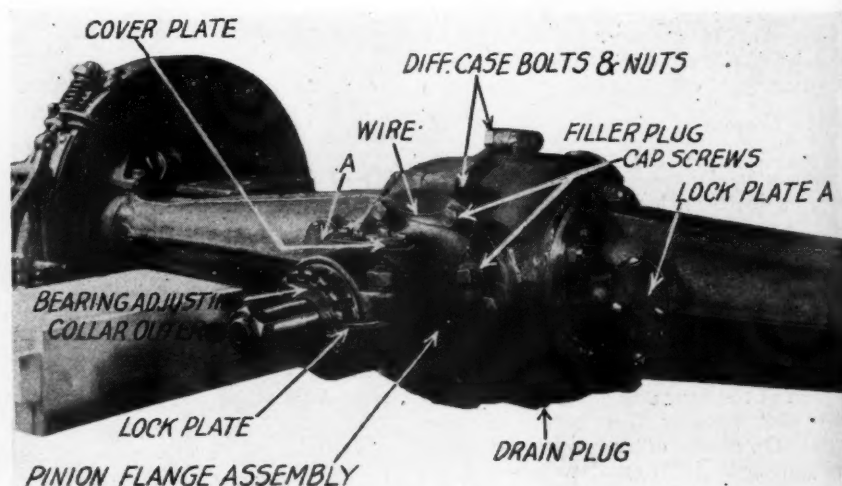


Fig. 10. Illustrating Components Referred to in Operations 9, 10, 13 and 16, and Those Employed in Making Adjustments; the Filler and Drain Plugs Are Also Indicated





Fig. 17. Showing How Internal Gear is Bolted, Making for Easy Removal and Replacement.

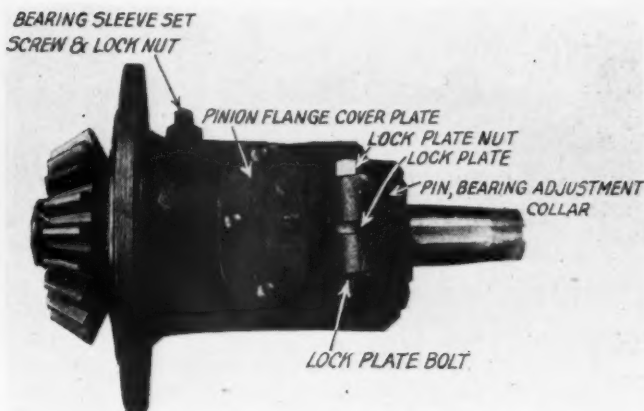


Fig. 11. The Pinion Flange Assembly, Having a Set Screw With Lock Nut, the Set Screw Preventing Turning of the Adjusting Collar Shown in Fig. 12

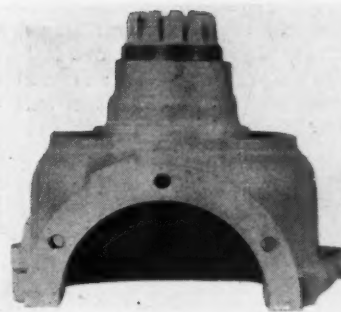


Fig. 16. Showing One-half of Differential Housing and Member Used When Adjusting Pinion and Ring Gear of Live Axle; the Lock Plate in Pinion Flange Housing Meshes With Slot in Bearing Adjusting Member, Preventing Its Turning.

sembled with thrust bearing. Use a punch against outer washer in case and drive out.

#### Operation No. 16

**Removing Axle Housings**—Remove cotter pins from 6 castellated nuts, lock washers and nuts from each housing, right and left. See Fig. 10.

The differential is conventional and is disassembled and reassembled according to standard practice. If for any reason a component is replaced, care should be taken to see that the wire locking differential case bolts are replaced and gears, pinions, etc., well lubricated before replacing the assembly in the housing.

#### Adjustments

**Pinion and Ring Gear, Live Axle**—Provision is made for adjusting the relation of the drive pinion with the ring gear of the live axle or for obtaining the proper tooth contact. The back lash of the gears should not exceed approximately .008 in. If the back lash be greater, remove the nut and lock washer of the bolt holding lock plate in pinion flange housing, and remove the bolt and lock plate. See Fig. 10. Screw in the bearing adjusting collar or cap until back lash is reduced to .008 in. or proper paint mesh. Replace lock plate, bolt, lock washer and nut. The adjusting collar must be so turned that the lock will mesh with a slot in adjusting member.

**Differential Ring Gear**—The mounting of the ring gear of the live axle is such that it can be moved sidewise when neces-

sary, as when installing a new gear. To adjust, remove the 4 machine screws from each lock plate, A, which will give access to the bearing adjusting nuts. To bring about a closer mesh of the pinion and ring gear, unscrew bearing adjusting nut on

housing with bearing adjusting nut partly screwed out.

The internal gears should be lubricated with heavy graphite grease every 3000 miles. Access to the gears is through a cover plate inside of each brake drum.

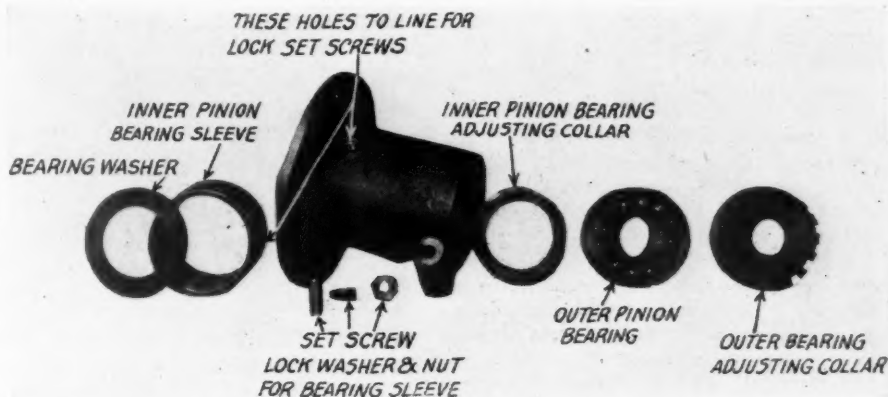
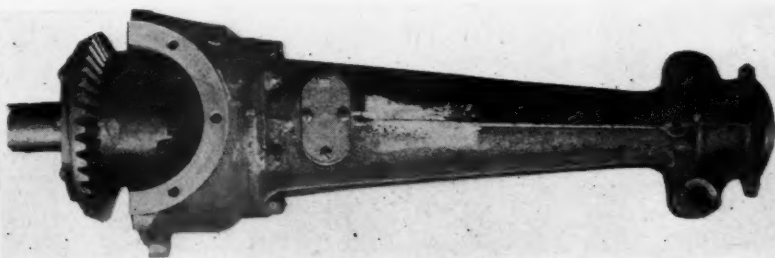
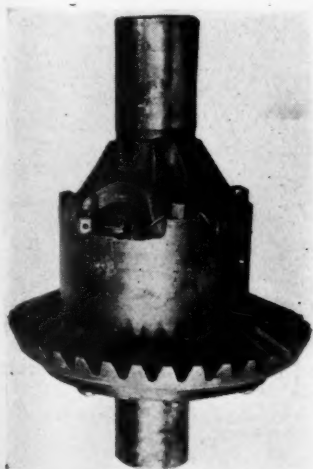


Fig. 12. The Pinion Flange Housing, Completely Disassembled, Excepting Pinion Shaft Shown in Fig. 13. In the Reassembly It is Most Important That Hole in Inner Pinion Bearing Sleeve Aligns With That in Housing

right when facing axle from rear. Next screw up bearing adjusting nut on left, which will carry the ring gear to the right. Turn both adjusting nuts the same distance. If the mesh be too close reverse the operation. Both bearing adjusting nuts must be so turned that the flange on lock plates will register with a slot in the bearing adjusting nut. Fig. 10 shows the lock plates, and Fig. 16 a differential

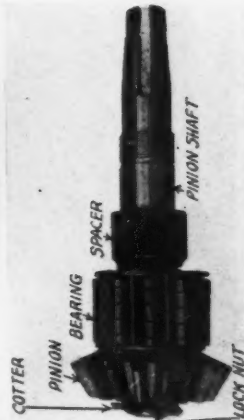
Each wheel should be removed every 3000 miles and the wheel bearings repacked with a medium heavy cup grease. The lubricant in the differential gear case should be changed every 5000 miles. The proper level is about one-third. In winter use 600W or an oil of similar consistency. In summer use a medium weight grease. The pinion shaft bearings are lubricated by the oil in the gear case.



Above: Fig. 15. A Drive Shaft Housing and One-half of Differential Housing, and Showing Differential.

Left: Fig. 18. If Differential be Disassembled, Replace Wire Locking the Case Bolts.

Right: Fig. 13. The Pinion Shaft Assembly With Components Lettered.





Use medium heavy cup grease to lubricate the brake camshaft bearings, turning down the cup at least one full turn every 100 miles. The 1919 and 1920 axles are equipped with oilless camshaft bearings. Use light cup grease or heavy oil for the spur gear bearing.

The above operations describe the disassembling steps on a Clark 1-D axle. Practice differs very slightly on other models.

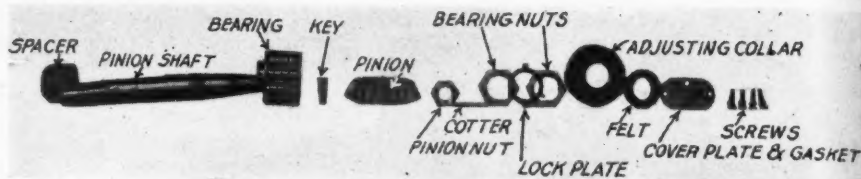


Fig. 14. The Pinion Shaft Disassembled and Parts Arranged in Order of Assembly From Left to Right. Other Components of Pinion Flange Housing Are Shown in Order of Reassembly (Left to Right) at Right of Cotter Pin

### Four Ways Opened to Service New York City With Buses

There are at least four ways in which buses may become a useful part of the transportation scheme in New York City in the opinion of Daniel L. Turner, Consulting Engineer of the Transit Commission of New York, speaking before the truck manufacturers of the National Automobile Chamber of Commerce recently.

"There are at least four ways," said Mr. Turner, "I believe, in which buses may become a useful element in the transportation scheme of New York. But in every case their use would be as a supplement in the existing services, not as a general substitute for such services.

"First, buses may be used to furnish a special route service. Every day service of a special character for regular customers. Regular through route special service workward in the morning and homeward at night can be furnished for segregated groups of patrons.

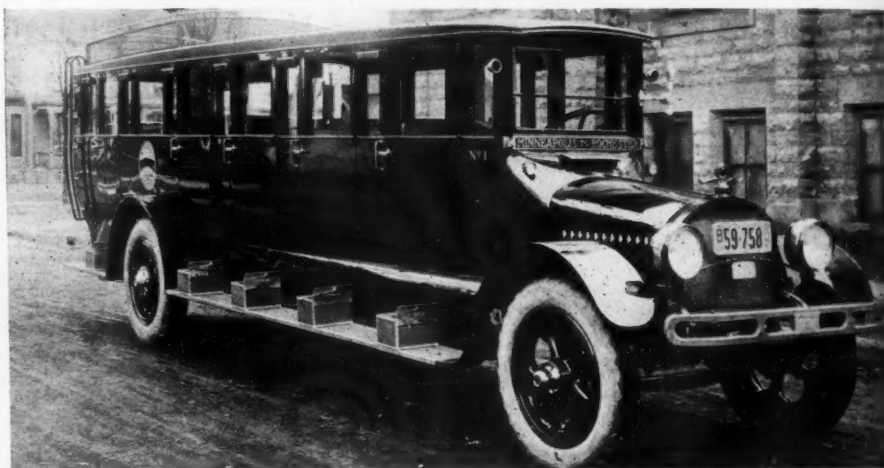
"Secondly, New York needs more cross-town or circumferential routes in order to better articulate the traffic carried on the workward and homeward lines. Cross-town routes are relatively short. This is particularly so in Manhattan. Such a service where possible can be furnished better by buses than in any other way.

"Thirdly, buses can be used to some extent to accommodate the short-haul traffic in the congested centers in the place of the surface car lines. This would not mean an elimination of surface cars and substitution of buses—but use of buses in place of cars only when and where excessive vehicular congestion requires it.

"Fourthly, and the most important of

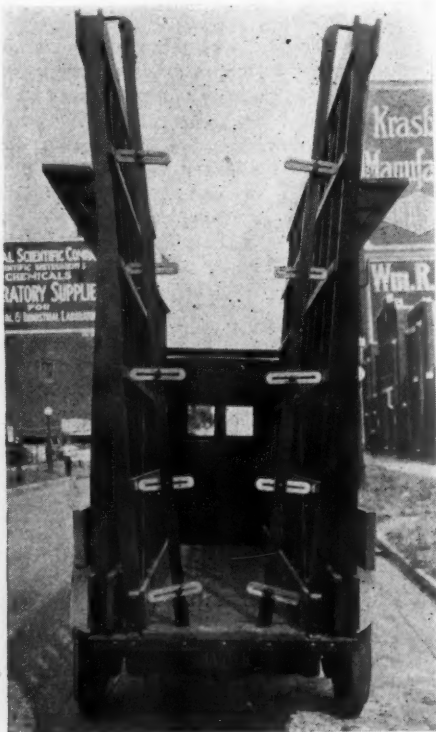
all the uses mentioned, the bus should be utilized as an important auxiliary to our subway and elevated lines in developing the outlying areas of the city."

Inasmuch as the Transit Commission has not made public its plan for using buses in its general transit scheme, Mr. Turner's unofficial remarks are considered therefore of special significance.



This Multiple Limousine Type Bus, Having Five Individual Compartments, Was Recently Put Into Service by the De Luxe Line, Running From Minneapolis to Rochester, a Distance of 90 Miles

Each compartment is separated by glass partitions and provided with individual doors on each side. The last compartment is larger than the rest, having a rotunda seating nine. This section is used as a smoking compartment. Chassis is a regular Mack of 216-in. wheelbase



Views of a Model D1, 192 In. Wheelbase, Master Chassis With Underslung Spring Suspension and Walker Axle

It is equipped with a special body for glass haulage. The top of the frame is 26 in. from the ground and the top of the bed is 28 1/4 in. from the ground



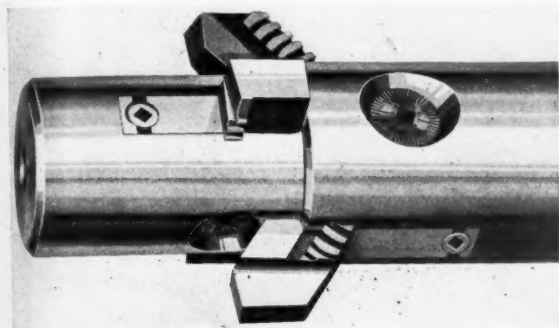
# Service Station and Repair Shop Appliances

## Hannifin Adjustable Boring Bars

Hannifin Adjustable Boring Bars offered to the trade by the Hannifin Mfg. Co., Chicago, Ill., are used for rough boring, finish boring, reaming and line reaming. All parts are locked into one solid unit, of which the contact surfaces are large,

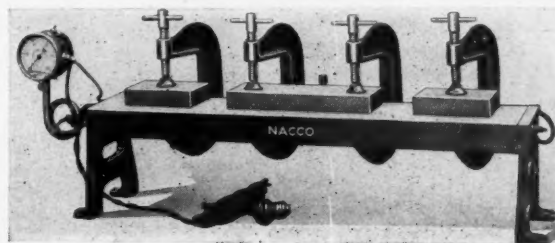
dowel pins that fit into the holes in the bottom of the cylinder block and two cap screws that screw into the water inlet flange.

Its construction is such that no bolt or support passes through the space between the No. 2 and 3, thereby leaving the center main bearing bolt nuts easily accessible in all positions.



Left: Constructional Details of the Hannifin Adjustable Boring and Reaming Bar

Right: The Nacco Automatic Electric Steam Vulcanizer With Complete Equipment.



## Nacco Steam Vulcanizer

An automatic control is the salient feature of the Nacco Automatic Electric Steam Vulcanizer made by the Newsom Automatic Controller Co., St. Louis, Mo. It uses steam generated by electric heat. When the correct amount of steam is generated the steam pressure turns off the electricity, then when the plate cools off a fraction of a pound, due to radiation, it automatically turns the current on again.

To prevent accident in case the con-

straight metal surfaces, giving the rigid and heat absorbing qualities of a solid bar.

Other constructional details claimed are minimum number of parts; rigidity and strength due to small amount of stock cut from bar; greater expansion, and heavier cutting tools. Besides, cutters can be stacked in multiples with independent adjustment to each set, and in every position they are backed metal to metal, thus eliminating loosening. Accurate scroll adjustment is stated to insure true bore, and graduated scroll adjustment to save time when adjusting cutters. The cutters are easily adjusted in and out, and replaced and adjusted to size quickly and without removing bar from machine. Overlap of cutters at bottom adds to rigidity and life of the tool. This bar also has a positive locking device consisting of only one unit.

## Hubaco Full Swing Bench Vise

The Hughson Bacon Co., Inc., Market at 11th St., San Francisco, Cal., has developed a full swing vise especially for service work on the Model T Ford engine. It is attached by two tool steel

The holding fixtures are made of close grained gray iron, and hydraulic drawn steel tubing is used for the spindle. As its name indicates, it may be swung completely around and locked in the desired position by a lock screw.

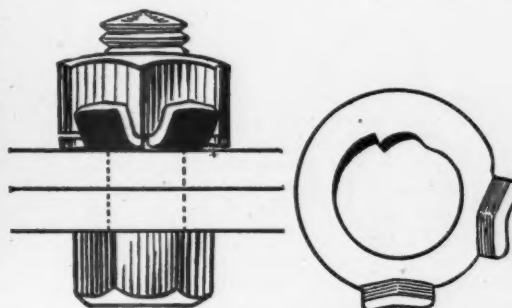
## Bull-Dog Lock Washer

"It never lets go of the bolt," is the expression the manufacturer employs in summarizing the quality of tenacity possessed by its Bull-Dog washer and nut lock combined.

These units are designed for standard bolts, nuts and tools. The washer is applied like an ordinary washer. It is stated to function best when under extreme vibration and shocks and that it will not injure machined parts, nuts or threads.

The edge of the nut plays on the angles of the lugs, forcing the whole washer back of center and causing the tooth or dog to grip the thread. When the nut is drawn up tight the edge of the nut falls between the lugs, the washer turning up with the nut until it is dead tight.

It is manufactured by the Bull-Dog Lock Washer Co., 269 S. Seventh St., Baltimore, Md., in U. S. standard and S. A. E. thread sizes.



Two Views Showing the Tenacity of Bull-Dog Lock Washers

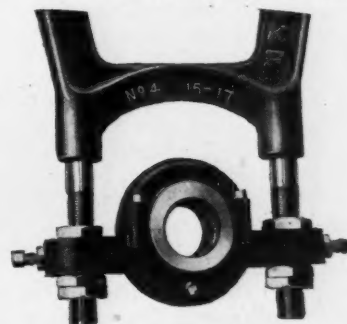
troller has been altered or misused, a fusible or rupturable plug is installed at the rear of the steam chest, and is designed to rupture at 100 lb. pressure, thereby letting the entire contents out of the vulcanizer.

The heating unit consists of a copper tube .281 in. in diam., which is so applied in the plate that it is immersed in the water, thus heating inside the water. This is a feature that is said to make for lower operating cost. The plate is constructed of one-piece boiler tube with  $\frac{5}{8}$  in. machine steel ends welded in.

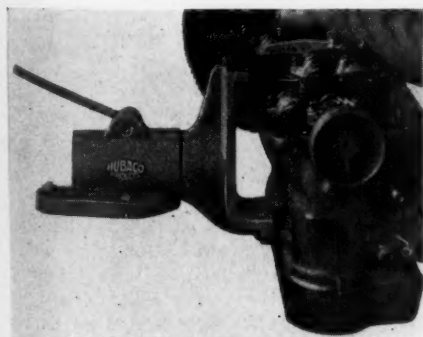
## Skayef Ball Bearing Hangers

The improved Skayef Ball Bearing Hanger manufactured under the supervision of SKF Industries, Inc., is distinguished by several features of design. The hanger is built around the SKF marked self-aligning ball bearing.

The hanger, however, uses the principle of two-point suspension, carrying the bearing in a split housing which is rigidly held by two threaded suspension rods. This makes a strong, compact unit easy to assemble, locate and inspect. Any necessary vertical or horizontal adjustment



Improved Skayef Ball Bearing Hanger



Showing the Manner of Employing the Hubaco Vise



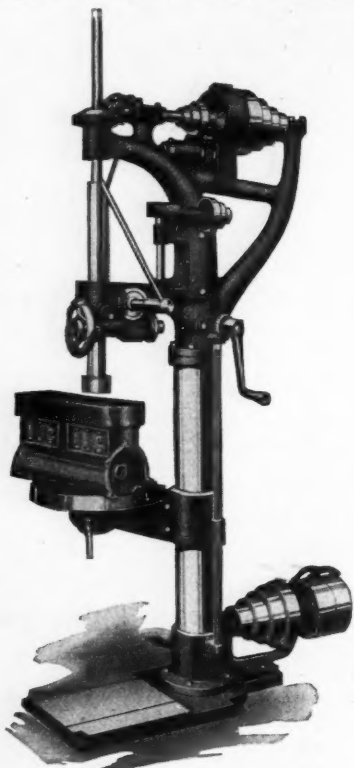
can be easily made at the end of the housing by lock nuts and set screws. This provision is claimed to eliminate the possibility of applying pressure which otherwise might be transmitted to the bearing while making adjustments.

The feature of self-alignment furnished within the bearing, itself, enables the shaft to turn freely at all times with a minimum amount of friction and prevents rubbing, heating and binding.

### New Buffalo 24 Inch Drill

The Buffalo Forge Co., Buffalo, N. Y., has designed this drill especially with re-boring jobs in view. It also meets all the requirements of a first class machine shop drill.

It will drill to the center of a 24 in. circle, has a spindle travel of 14 1/4 in., and can be instantly changed from plain to back-geared drive by simply disengaging



**This Buffalo 24 Inch Drill Was Especially Designed for Re-boring Jobs. It Contains Many New Features, and Lists at \$350**

a knurled knob in the top gear and throwing in the back gears by means of hand levers. A locking screw holds this in place.

An adjustable automatic trip throws out the power feed when the piece has been drilled to required depth. The ball bearing spindle is graduated and ground; lever handle is adjustable from 6 to 18 in., and held in place by a tension spring; all bearings are split and adjustable; the latch-hinged worm-feed runs in oil; all gears are machine cut and supplied with heavy bronze bushings.

A special tapping attachment of standard design, accurate and well made, can be supplied to operate efficiently on this model as well as the 25 and 20-in. Buffalo drill. List price, \$350. Tapping attachment, \$100 additional. Weight, 1100 lb.

### Ammco Multi-Purpose Machine

Rigidity of construction, and accuracy of operation, together with adaptability to a large variety of operations, such as cylinder re-boring, drilling and boring, mill-



**A Large Variety of Operations Can be Performed by This Ammco Multi-Purpose Machine**

ing, gear cutting, cutting keyways, splining, squaring shafts, etc., is stated by the manufacturer, the Automotive Maintenance Machinery Co., 326 West Madison St., Chicago, Ill., to make this machine especially useful equipment for garages and service stations.

It is constructed in accordance with correct engineering principles. All parts are uniform and interchangeable, making possible, if desired, the purchase of the machine for re-boring work only, and the securing of milling and drilling equipment later when needed. The main frame is heavy and properly proportioned to prevent twisting strains and insure perfect alignment of the working parts.

### Mikro-Indicator Cylinder and Piston Gages

Two items of gage equipment that should hold interest for the repairman, garageman and accessory dealer are the Mikro cylinder gage and the Mikro piston gage, both of which are being distributed by the George H. Wilkins Co., 180 N. Market St., Chicago, Ill.

With the cylinder gage the repairman can actually prove to his customer that he is wasting oil and gas and fouling spark plugs because of worn cylinders. They can be tested before his eyes for roundness, straightness, size or scoring; or allow him to make his own test.

The construction of this gage is very simple, consisting of but two units; the indicator or dial, which can be removed and used as an inside micrometer, and the saddle with a supporting stud upon which the indicator dial is placed and which

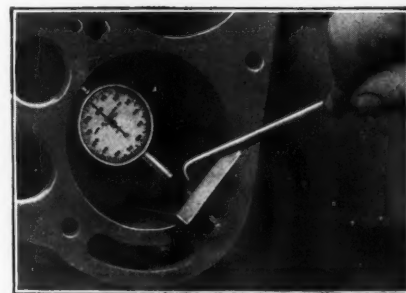
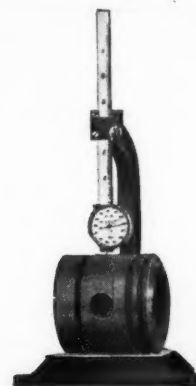
holds it at right angles to the axis of the cylinder. This Mikro-Indicator cylinder gage measures exact diameters from 2 3/4 in. to 5 in., the adjustable rear contact passing through the saddle plate and riding the cylinder diametrically opposite the front contact point.

The Mikro-Indicator piston gage is an adaptation of this company's dial indicator to a bench gage for rapidly checking the diameter of pistons, piston pins and other cylindrical articles with diameters up to and including 6 in.

With this instrument pistons can be checked for roundness, diameter and uniformity; piston pins can be

rapidly sized; and flat pieces gaged for thickness.

Variations are instantly shown on the dial; larger dimensions appearing on the steel scale in inches, by sixteenths; small-



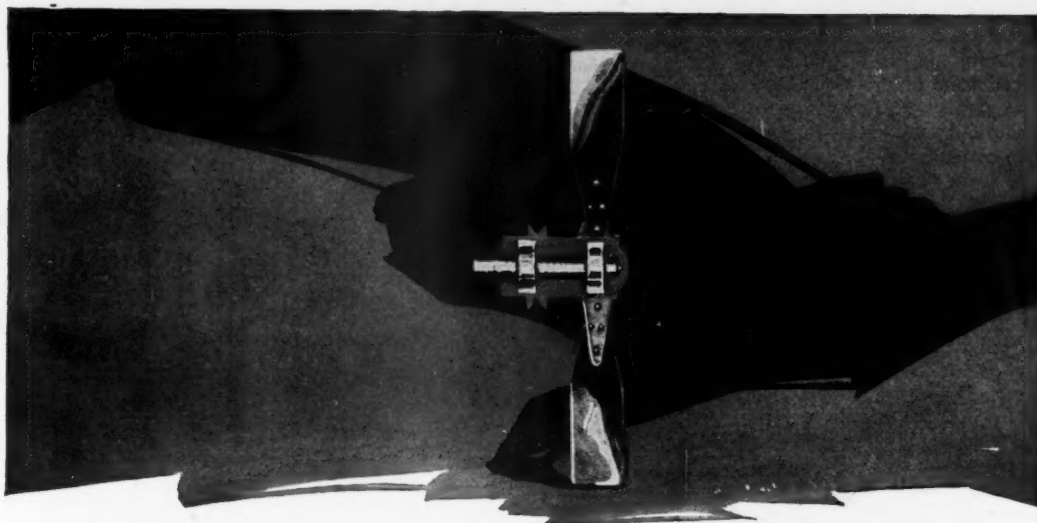
**The Upper View is That of the Mikro-Indicator Piston Gage, and the Lower of the Cylinder Gage**

er dimensions and variations on the dial in thousandths of an inch. The price of these instruments is \$15 each.

### Packard Installs Flat Rate System

A system of standardized service which will cover 400 of the most common repair operations has been put in effect by the Packard Motor Car Co. throughout its entire distributing organization. The plan is a result of two years' study by factory executives and distributors, and will cover both Packard trucks and passenger cars. It will permit Packard service to be performed throughout the country on a definite price basis.





## Deep-Groove Ball Bearings Make A Good Fan Better

**T**HE EFFICIENT operation and life of an engine depend considerably upon the fan. But no matter how good the fan may be, it cannot perform its full duty unless properly supported by reliable bearings. With deep-groove ball bearings, properly installed and mounted, the fan maintains its setting indefinitely.

Subject to the tight pull of oil- and water-soaked belts, sudden speed changes and vibration, plain bearings soon wear or bind. On the other hand, since friction is practically

eliminated by the use of deep-groove ball bearings the fan will operate at high speed with loose belts which would slip and wear and fail to turn a plain-bearing equipped fan.

When deep-groove ball bearings are used, dirt and water blown back from the radiator cannot enter the bearing and cause damage, for the sealed housings eliminate foreign matter and keep the oil from leaking out.

Where performance counts, deep-groove ball bearings as made by the Hess-Bright Manufacturing Company are invariably found.

### THE HESS-BRIGHT MANUFACTURING COMPANY

Supervised by **SKF** INDUSTRIES, INC., 165 Broadway, New York City

751



Races displaced to show **DEEP-GROOVE** bearing carrying maximum end thrust in a forward direction.

Races displaced to show **THE SAME** bearing carrying maximum thrust in reverse direction.

**BALL BEARINGS**  
*The Highest Expression  
of the Bearing Principle*

Ⓢ THIS SYMBOL IN ANY ADVERTISEMENT MEANS: SEE "CHILTON Ⓢ  
AUTOMOBILE DIRECTORY" FOR COMPLETE BUYING INFORMATION Ⓢ



# Taken From Current House Organs

## Hitting the Nail on the Head

The profiteering price cutter who takes a standard, identified, widely wanted article and reduces the standard price in order to deceive the unwary customer, is a trade pirate. He is a spider luring the puzzled customer into his web. He is not a public benefactor, he is a public malefactor. His predatory plan is to fool the purchaser by giving him a few cents on one transaction so that he may rob him of dollars on others. He is a price cutter in order to be a profiteer. He gives 25 buyers a bargain on known goods so that he may overcharge 500 customers on unknown goods. He piles up profits for his department store or mail order house by the tactics of the green goods man and advertising fakir and the deceived public foots the bill. His success, built on unfair methods, means higher price and lower quality on all goods. In the beginning he robs the customer by fraud and in the end devours him by extortion.

The profiteering price cutter ruins the reputation of high-grade goods and destroys the good will of the makers, thus stealing both purse and good name in one operation. He advertises standard goods at a loss and then seeks to persuade the public to accept substitutes on which he makes money. He demoralizes the price and the product. He forces other dealers to follow his lead or refuse to handle the article. He restricts sales and lessens distribution. His unfair practices leave the manufacturer helpless to protect his business, into which he has put his name, his labor and his money.

The profiteering price cutter drives the small distributor to the wall by the worst form of illegitimate competition. He destroys competition by the very practices the Anti-Trust laws were intended to prevent. He is the cut-throat competitor who is everywhere and always the forerunner of monopoly. He is a restrainer of trade and a lessener of competition. He robs the neighborhoods of their corner stores, which can give best service under fair competition. He shouts for a free market where, in a jungle war, his unscrupulous tactics may give him a strangle-hold on business.

The profiteering price cutter helps to weaken the honesty and morality of American business. He seizes any straw, however, flimsy, to free himself from moral and legal obligations to fulfill contracts and obligations. He breaks down the one-price-to-all system, which is an inseparable companion of business honesty. He is the author of many degrading tendencies in business. His spirit of disregard of fair play is encouragement to every cheat in business. He helps rot the fabric of American Commerce. He breeds the tax dodger and the canceller of honest contracts and the men who cheat but keep within the law. He encourages "gentlemen's agreements." He is an enemy of the public good and he must go.

Give the independent manufacturer of identified, guaranteed goods the right to maintain his price and his policy and protect his reputation and good will, which depends upon public approval of the price and quality of his product. That will assure a square deal for business and the public.—*The Leader*, A. E. A., Chicago, Ill.

## The Poor Old Truck

A motor truck is the most peaceful thing I know of. All it demands is decent treatment, and even though it seldom gets the treatment that it deserves, it will work its tires off serving its not always appreciative owner. Day after day it carries heavy burdens—frequently too heavy—satisfied with the potions of bad smelling liquids and smeary greases, which are so begrudgingly given it.

If, groaning under a great load, one of its over-strained parts gives way, the Poor Truck is harshly cursed and "wished" into that torrid zone where the radiator would boil bone-dry in a small fraction of a second.

Abused, neglected, the Poor Truck goes on and on until there comes a day when the Owner, ashamed of the wretched wreck for which he disclaims all responsibility, tries to trade it in for a new outfit, and he gets as mad as hell when some soulless seller refuses to trade even or give him liberal "boot." That's the time when the old worn-out relic of misuse comes back strong. It's easily worth five times what anyone would give for it. It's so good that the Owner hates to part with it, but goes hunting for a lover of antiques who is willing to trade something for nothing.

Oh, yes—he finds what he is looking for. There are still some sellers, so anxious to do business, that they will take from a tearful owner his most cherished possession and on a trade-in allow him only half of what he asked for but twice what he had ever hoped to get.

And what becomes of the faithful carrier that had served its owner so well and so long? Why, it becomes part of the physical assets of the philanthropist

who is accumulating a museum of what his unsympathetic creditors will later refer to as "piles of junk."

So the much-abused Truck at last gets even with mankind for all it has been made to suffer. It doesn't "get" the builder; for it owes its existence to him. It hasn't anything against the owner, for didn't he always feed it gasoline and oil and grease and water? But it hates that Collector, who after appraising it so highly drove it into the back yard and made it a part of a business-killing collection of frozen assets.

And as Time and his rough playmates, The Elements, romp over and deface the Poor Old Truck it doesn't seem to care—it finds comfort in the thought that sooner or later the Collector will go broke and the frozen assets will go through the melting fire of a sheriff's sale. And that'll settle both of them—*Driver Dan*, Sterling Motor Truck Co., Milwaukee, Wis.

## A Fatal Disease

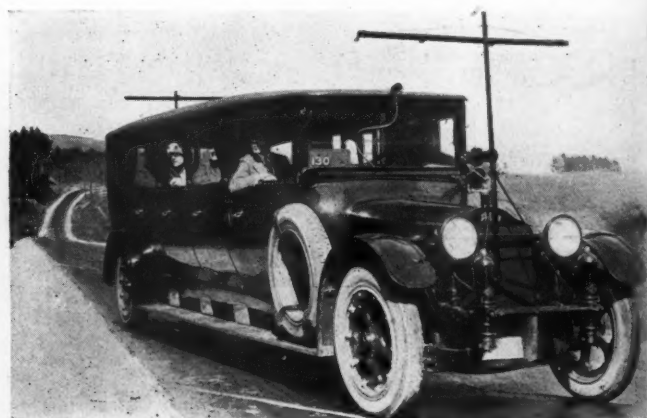
Ever see a really successful salesman who was seriously afflicted with that malady commonly designated as enlargement of the head? Of course, you haven't, because the successful chap doesn't get that way.

The swellheads are invariably the little fellows who contract the habit of looking back at those they have distanced rather than keeping their eye on the leader. The man who continually looks ahead, can find no possible excuse for self-glorification, because he can always see those who are so vastly his superior that he cannot but realize his own humble position.

The swellheaded chap does not advance he is too well satisfied with himself. He has no established ideals toward which he is constantly striving, which represent one of the prime essentials to successful selling. Salesmanship is one of the greatest of all vocations, and it deserves every ounce of energy, enthusiasm, thought and study that can be devoted to it. There is no room for the know-it-all.—*Transport Headlight*, Transport Truck Co., Mount Pleasant, Mich.

## Radio Concerts for Bus Passengers

Should tests which the California Transit Company, of Oakland, Cal., started recently, prove successful many of the eighty-five White buses operated by this line will be equipped with radio phones to pick up daily radio concerts in the bay region. It was found that by a sacrifice of speed concerts were as audible when the bus was in motion as they are when standing at the curb.





# RUGGLES

Now that more than one hundred dealers are franchised to sell Ruggles Trucks—and the number is constantly growing—we are ready to carry out our original plans for national advertising.

The first Ruggles page advertisement appears in The Saturday Evening Post issue of July 15—in circulation July 13.

*This advertising will multiply the value of every dealer's franchise.*

## *The New System of Transportation Economy*

RUGGLES MOTOR TRUCK COMPANY  
Saginaw, Michigan

*Canadian Factory: Ruggles Motor Truck Company, Ltd., London, Ont.*

# TRUCKS



# Principles of Motor Bus Design and Operation

(Continued from page 14)

full complement of passengers on both decks is 52 in. from the ground. With our type-J single-deck bus, this dimension is 38 in. It is interesting to note that when rounding corners, even at a high rate of speed, skidding will occur due to centrifugal force and overturning is scarcely possible. Furthermore, rolling or sidesway is practically eliminated.

\* \* \*

Among the constructional difficulties in connection with the production of low-level equipment, one of the problems is to obtain a flat floor. There is a natural tendency for the components to project above the frame and therefore through the floor. To avoid this, special design is required. The effect of a flat floor is very pleasing to the eye. Its structural strength is greater. It is less costly to keep in repair and there is less possibility of accidents due to the passengers' feet coming into contact with the obstructions during the boarding and alighting processes.

## Wide Frame, Track and Spring Centers

These features are necessary to provide for adequate vehicular stability and, in conjunction with a low center of gravity, make for maximum safety. The necessity of providing proper stability applies equally to single and double-deck vehicles. It may be said that the added risk due to the top-deck load with the latter is more than equalled by the faster speed of the single-deck unit.

Apart from the matter of safety, a wide frame is necessary in connection with the body construction. Obviously it is desirable to support the body as far out as possible, for in all cases the seating arrangement is such that the passengers are grouped about the outer edges. Then, the wide frame admits of the lightest possible form of body under-frame. The wide frame also is a factor from the standpoint of the passengers' comfort. This point will be referred to later.

We believe that the overall length of a motorbus for city service should not exceed 26 ft.; the total width, 7 ft. 6 in.; and the overall height for single-deck vehicle, 9 ft. With the double-deck bus, the last-named dimension should be such that a person standing on the top deck can clear a 14-ft. structure. With these dimensions we have found it possible to accommodate comfortably 51 seated passengers with our double-deck, and from 25 to 29 with our single-deck vehicle. Whether this practice is economically correct for all localities, we cannot say. We have, however, up to the present found that this arrangement works out very well both in our own service and in the service of those who have purchased our equipment.

Next, there is the question of important dimensions other than those overall,

such as the wheelbase, which naturally affects the axle load distribution, the turning-radius and the general comfort and balance of the vehicle. For the class of vehicle now under discussion, we believe that this dimension should not be less than 168 nor more than 180 in.

The front track should be ample in width and not less than 65 in., for to turn a bus within the intersection of the average city street, it is necessary to move the front wheels through an angle of not less than 35 deg. This determines the distance between the front axle pivots and the springs. The spacing of the front springs should not be less than 36 in., since they are responsible to a large extent for the stabilization of the vehicle when turning a corner.

Regarding the rear track, we believe that the outer edge of the tires should closely correspond to the extreme overall width of the body and that the rear springs should be as close to the tires as is practical. For buses as above described, the rear track should not be less than 72 in. This will bring the distance between the springs to approximately 52 in. Having decided the approximate distance between the vehicle springs, it naturally follows that the best design is to arrange the frame dimensions so that they connect with the springs in the closest and most practical manner.

## Effective Brakes

Perhaps the most difficult problem that engineers must face is the brake question. Even now it has not as yet been solved entirely satisfactorily, at least insofar as our knowledge goes. With the bus, the number of applications is vastly in excess of that of the average truck or automobile, and the brakes of a bus must be sufficiently powerful to lock the wheels at any moment. Yet the effort required for average application must not be such that a driver may become exhausted as a result of the work imposed upon him.

Particular attention must be paid to the location of hand-brake lever. It should be positioned so that it can be grasped firmly without moving the body out of the normal seated state. We believe the best practice is to have the lever arranged for a push and not a pull-on. Time can thus be saved, and a fraction of a second is often the determining factor from an accident-prevention standpoint.

The brakes of a bus must be free from undue noises such as squeals or rattles. This means, among other matters, the use of special brake-drum material. The conventional soft pressed steel is practically useless. The best plan is to employ treated steel forgings or, failing in this, steel castings with a high carbon-content.

Friction surfaces must have long life, and the adjustment be such that no tools or special skill are necessary. We

attach considerable importance to the matter of foolproof adjustment.

The braking action must not be too abrupt. It must be positive yet not sudden and violent, for such a condition is exceedingly severe on the driving members, tires and body. It is also a frequent source of accidents from which serious claims may result. Brakes must be sufficiently good, yet not too good. Excessively efficient brakes have a most marked influence on tire wear. It may be said that tire wear is almost directly proportionate to the effectiveness of the brakes.

In bus operation it is desirable from every point of view to cover the route as quickly as safety will permit. In this manner the maximum number of passengers can be carried daily. With a fixed maximum-speed, this means fast deceleration and acceleration. Expressed in another way, the problem is to move from a stop in one location to a stop in another in the least time. In our own service this must be done without exceeding a speed of 15 m.p.h., or accelerating or decelerating faster than 2 m.p.h. per sec. A still more rapid rate of deceleration is, of course, available for emergency, but it will be uncomfortable and unsafe, especially for standees.

## Short Turning-Radius

One of the great advantages of a bus over any other form of transportation unit is its flexibility. A bus can be switched around at any point, and it is highly desirable that it should be able to make a complete turn in the average thoroughfare without backing, for the latter practice if followed in congested areas merely adds to both confusion and congestion. There is also a marked possibility of increased number of accidents.

A short turning-radius is dependent on the interference of the tires with the drag-link, front springs or frame, when the wheels are turned at the maximum angle. The controlling elements are wheel-spring tracks and wheelbase. As the radius of the steering angle equals the wheelbase divided by the sine of the front-wheel lock, it can be seen that a wheelbase of reasonable length is important to secure a short turning-radius.

From the viewpoint of safety, the design features dictated by human considerations are

- (1) Easy steering
- (2) Clear vision for driver
- (3) Comfort and convenience for driver

## Easy Steering

The steering of a bus should be at least as easy as that of the average automobile. To operate a stiff steering-gear is a hardship that certainly should not be inflicted upon the driver of a public-service vehicle. A driver's energy and effort must be concentrated on his regular duties, and if he becomes fatigued through the expenditure of unnecessary effort, faulty operation is bound to result.

\* \* \*

It is highly desirable that there should be an absence of shocks at the steering-wheel. This is largely controlled by the total ratio, but also by the distance be-





## The Two Kinds of Tests This Rolled Steel Wheel Passed

Imagine the impact caused by a 1200-lb. weight falling from a height of fourteen feet, and striking the outer edge of the tire base of a truck wheel!

This impact is the equivalent of the road shock received by the rear wheel of the average  $3\frac{1}{2}$ -ton truck that, speeding along at 20 miles an hour, strikes a sharp obstruction in the road.

This severe laboratory test is typical of a series of such tests that the Bethlehem Rolled Steel Truck Wheel passed, including a compression test, a side deflection or skidding test, a tractive effort test, tests to determine effects of braking and driving on spokes, a shock test, and a series of fatigue

and impact tests, to prove the correct distribution of metal in various points of the wheel.

Prolonged road tests, under conditions of hardest commercial service, followed these laboratory tests. The purpose of these road tests was to wreck the wheels. But the wheels could not be wrecked; they proved their stamina on the road as conclusively as they did in the laboratory.

You can put Bethlehem Rolled Steel Truck Wheels under a truck and forget them.

A copy of Catalog RC will gladly be sent on request.

BETHLEHEM STEEL COMPANY, BETHLEHEM, PA.

*Sales Offices in the Following Cities:*

New York  
Boston  
Philadelphia

Baltimore  
Washington  
Atlanta

Pittsburgh  
Cleveland  
Detroit

Chicago  
St. Louis  
San Francisco



# BETHLEHEM

## ROLLED STEEL TRUCK WHEELS

THIS SYMBOL IN ANY ADVERTISEMENT MEANS: SEE "CHILTON  
AUTOMOBILE DIRECTORY" FOR COMPLETE BUYING INFORMATION



tween the point of contact of the wheel and the road and the intersection of the knuckle center-line and the road.

Minimum steering-wheel travel is important as it makes a change of hand position unnecessary for ordinary driving. It also decreases the apparent back-lash, which is present in all steering mechanisms. The steering-wheel travel is roughly inversely proportional to the total ratio, which is kept as low as possible for this reason.

#### Clear Vision for Driver

This very important feature can be accomplished only as a result of joint chassis and body design. The driver should be located close to the left-hand side. This permits him to observe and also to signal his intentions to oncoming traffic. There should be absolutely nothing obstructing his view. He should face clear glass. It should also be mentioned that with single-deck vehicles the placing of the driver well over on the left-hand side provides for the very necessary boarding and alighting space for passengers and adequate room for operation of door.

Briefly, a driver's vision should be such that when seated, even back of a closed windshield, he will have nothing on which he can readily concentrate, no vertical posts or obstructions of any kind. He should just naturally sense that he is in the open.

#### Comfort and Convenience for Driver

This is largely a question of seat formation in conjunction with the correct positions for brake, change-speed levers, pedals, accelerator, etc. Obviously, it is not a practical matter to give the driver of a bus as much room as with a touring car; therefore, much care and thought must be paid to the placement of pedals and levers. The conventional cowl as used in automobile practice is almost out of the question, for anything that tends to increase the overall length of the vehicle is distinctly undesirable, particularly if such increases add nothing to the passengers' seat or pay-load space.

The driver should be comfortably seated at all times. He should be able to reach his change-speed or brake levers without body movement. He should have ample leg-room and not be obliged to cramp his limbs when his feet are either on or off the pedals.

#### Comfort and Convenience of the Public

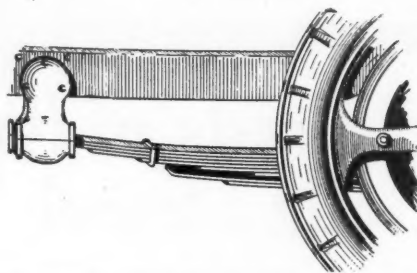
The American public is automotively inclined and the percentage of those owning cars is so large that when riding in any self-propelled vehicle, there is a natural tendency to compare its behavior with that of an automobile. In designing a bus this factor must under no circumstances be lost sight of. The success of any public utility depends on the good will of the public. It has been correctly stated that the permanence of any business depends upon the good will of those it serves and that no business can achieve permanent success that does not give in exchange for its earnings at least an even measure of helpful service. This applies especially to public utilities, and the truth has been abundantly proved in connection with the operation of our enterprise.

From the viewpoint of design, it is essential that consideration be paid to the attitude of the public as a whole. It is not enough to consider only the attitude of the actual riders; regarding the matter of comfort from these somewhat different angles, it is necessary that attention be given to

- (1) Riding ability
- (2) Reliability
- (3) Silence of operation
- (4) Smoothness of starting and stopping

#### Riding Ability

Broadly, this is a matter of proper spring-design. There are, however, other important influences; the wide frame, track and spring-centers bear materially upon this question, for the nearer the wheels are to the outer edge of the body, the less will be the movement to which



Illustrating the Progressive Spring Arrangement Used on the Type J Bus. Mack Type of Rubber Insulators Are Used.

passengers must be subject when obstacles are passed over. Again, with the wider track, many of the ruts and depressions created by vehicles of narrower gage, will be passed by. Incidentally, this is quite an important matter from the standpoint of road wear. The wide track also diminishes the wheel-pocket projection inside of body. The modern tendency is to employ cross seats and with the narrow-gage vehicle the wheel pockets are a source of much discomfort to those seated upon the inside immediately over them. A rigid frame, correct axle-load distribution and minimum overhang are all factors that make for better riding performance.

Apart from the points briefly touched upon above, the controlling factor from the standpoint of riding ability is, of course, the design of the suspension itself. Obviously, the difficulty is to obtain good riding under all conditions of load. Spring design is always a compromise; a spring must be able to withstand maximum load, yet vehicles are expected to ride reasonably well when light.

We believe that the answer will be found largely in the employment of what we term the progressive spring as illustrated herewith. It will be seen that spring is split into two parts. The top half takes the weight of vehicle, body and a certain proportion of load. The bottom part or helper, comes into action progressively. The top part must make a rolling contact with the bottom. One of the great advantages of this system is the fact that for no additional cost or weight, a marked improvement in performance is possible.

For our single-deck equipment we have standardized the Mack type of rubber shock-insulator. This is by special arrangement with the Mack company. We are experimenting with this device for our double-deck vehicle but as yet are not prepared to state the results. This arrangement, in conjunction with our progressive system, markedly improves the riding conditions. It also avoids the necessity for lubrication and for replacement of shackles, shackle-pins and bushes; also, no spring-eyes are required. Experience up to the present shows that we may expect a very satisfactory life from rubber blocks.

#### Silence of Operation

It is a problem to produce a silent vehicle. It is doubly a problem to retain this state throughout the life of the vehicle. Silence necessitates freedom from engine vibration, quiet transmission gears, evenly stepped gears, a quiet rear end, and generally the elimination of all rattles and squeaks from both body and chassis. To attain this, every detail of design must receive the most minute care. Silent operation is necessary in crowded thoroughfares, and certainly the people demand this condition in the residential areas, particularly at night when the streets are comparatively empty and noises become automatically emphasized.

#### Reliability

The word "reliability" with a bus attains an entirely new meaning. The entire design must be predicated on ability to give uninterrupted service between clearly defined periods, preferably based on mileage. The ability of a bus to fulfill this requirement with particular reference to the duration of period will at once determine the utility of the design. The public will not long tolerate an unreliable service. Failures with an automobile cause confusion enough but the number of persons involved as compared with a bus is relatively insignificant.

One point it is especially desired to bring home is that under average conditions, drivers cannot be expected to make any attempt whatever to spare their equipment. All they are concerned with is stopping for passengers, avoiding accidents, and keeping in their places on the road in accordance with their schedule. Everything must be subordinated to these three things, and in cases where vehicles cannot stand up under such conditions, either the required changes must be made to enable them to do so or they should be scrapped, for assuredly they have no place in the operation of a public utility.

#### Smoothness of Starting and Stopping

Smoothness of starting is primarily a clutch function, but of course the driver is a factor. Correct gear-ratios, a satisfactorily performing engine and proper axle-load distribution are contributing influences. Quick starts and stops are highly dangerous from the viewpoint of possible accidents. Some of the heaviest claims for injuries and damages result in this manner. Apart from injuries to passengers, quick starts and stops do more



# ROSS STEERING GEARS

Specified as  
STANDARD EQUIPMENT

by  
**187 MAKERS**  
on 461 Different Models  
of  
**MOTOR TRUCKS, MOTOR BUSES  
FIRE TRUCKS and TRACTORS**

Ross Steering Gears *predominate* on motor trucks because efficient motor truck operation demands *easy steering, safety and reliability*. It is significant that, after careful study of materials and workmanship, together with exhaustive tests and comparisons, 187 different motor truck manufacturers have adopted Ross Steering Gears as standard equipment on from one to nine models, or a total of 461 different motor truck models, — this number representing *over two-thirds of the entire motor truck industry of America*.

## PASSENGER CAR GEARS

Ross Steering Gears are now offered also for passenger cars. The elements of easier steering, greater safety and reliability which have won such overwhelming favor with motor truck designers, appeal with equal or even greater force to the manufacturers of passenger cars.

*Write for catalog and for any special information desired.*

**ROSS GEAR & TOOL COMPANY**  
760 Heath St., Lafayette, Ind., U.S.A.

for  
Motor Trucks  
Passenger Cars  
Motor Buses  
Fire Trucks  
and  
Tractors



toward causing damage to the chassis and the bodies than anything else. All driving members are subject to abnormal stresses with the former. With the latter, the fore-and-aft or lateral movement, which of necessity results, causes a loosening up of post joints, panelling, etc., and consequently a high rate of depreciation.

Of the various features that make for efficient and economical operation, the clutch is perhaps one of the most important. We employ exclusively a clutch of the single-disk type. The spring pressure is evenly distributed over the entire surface of the friction members by 20 small springs, the levers are balanced against centrifugal force and the disk is exceedingly light, thus simplifying the changing of gears. Incidentally, a clutch-stop has been found unnecessary.

Minimum operating cost demands:

- (1) Maximum accessibility.
- (2) Minimum consumption of labor and material. This of course means excellence of both materials and workmanship.
- (3) Minimum consumption of fuel
- (4) Minimum weight, particularly that which is unsprung
- (5) Maximum safe speed. This naturally comprehends rapid acceleration.
- (6) Maximum tire-mileage.

#### Maximum Accessibility

It is fundamentally necessary that the design of a motorbus be such that inspection and repairs can be carried out quickly and economically. We believe it is imperative that separate unitary construction be followed. For instance, engines, carburetors, all electrical equipment, fans, clutch couplings, transmissions, control levers, axles, wheels and propeller-shafts should all be entities unto themselves, so that the repair of any one of these assemblies will not necessitate the removal of any other.

\* \* \*

#### Minimum Consumption of Labor and Material

From a financial viewpoint, the success or failure of a utility operating buses depends upon the cumulative additions or subtractions of small amounts expended on either labor or material. Sometimes the items may appear insignificant but, taken as a whole and over lengthy periods, the story is entirely different. When working, a bus is a heavy consumer of both labor and material. The consumption is perhaps much greater than is generally supposed. To afford a practical illustration, the accompanying table representing the actual consumption by our company of some of the major elements for the year 1921, may be of interest. These figures are based on the average of all buses.

#### Fifth Avenue Coach Company's Cost Per Bus for 1921

Gasoline .....	\$1,125.94
Lubrication .....	109.42
Tires .....	284.34
Repairs to Chassis	
Labor .....	\$676.97
Material .....	759.81
	<hr/> 1,436.78

#### Repairs to Bodies

Labor .....	\$359.00
Material .....	162.44
	<hr/> 521.44
Drivers .....	3,071.71
Conductors .....	2,692.48
	<hr/>
Total .....	\$9,242.11

From a casual study of these data it will be seen that a relatively small percentage of saving, if applied to any of the items and then multiplied by a large number of vehicles, must total a vast sum annually. If one assumes that the equipment in question is of good design and that its maintenance is economically undertaken, then how much more important does this issue become when the reverse is true.

Perhaps it will not be out of place here to point out that the profit of the average utility expressed percentagewise, usually does not run beyond one figure, and that there are a vast number of utilities where the figure is in red. To change the color and to exceed the single-figure basis, requires all that is best in design, material, workmanship and operating care.

\* \* \*

#### Minimum Weight

It seems scarcely necessary here to argue as to the desirability of light weight. These remarks particularly apply to the matter of unsprung weight. Assuming good design, obviously minimum weight means minimum fuel-consumption, maximum acceleration and speed and minimum costs for repairs and renewals. These are the controlling elements.

Clearly, the lighter the vehicle, the easier the solution of our problems. Heavy vehicle-weight means unnecessarily large tires, stronger axles and frame, larger brakes, slower gear-ratios and, last but not least, more engine power. The entire theory of design should be based on the highest safe vehicle-speed for the smallest throttle-opening, and consequently the minimum number of engine revolutions.

#### Maximum Safe Speed

The greatest single factor from the standpoint of economical operation is speed. This point is perhaps not sufficiently recognized. The following facts in connection with our operation may make the matter somewhat clearer. During 1921 we spent in platform payment, drivers' and conductors' wages, in round figures, \$1,625,000. So, for each 1-per cent economy in speed there is a yearly potential saving of more than \$16,000. Looking at the situation another way, the ratio of expenditure between our platform payment and all money expended in connection with repairs and renewals to chassis and bodies, is approximately 5 to 1.

From this it is clear that, while there are always opportunities to effect a saving in connection with maintenance methods generally, the real solution is to employ the fastest possible safe speed and to drive the vehicles up to the limit of their endurance. This, of course, necessitates all that is best from the standpoint of design. Naturally, to maintain a high average rate of speed, rapid acceleration

is essential. But in connection with this matter it is well to bear in mind that there is nothing gained and much lost if the engine power is in excess of actual requirements, for it is bound to be abused.

#### Maximum Tire-Mileage

In the earlier days of bus operation, the tire question was one of our chief anxieties. Today the situation is very different, for wonderful improvements have been made in tire manufacturing methods. Of course, there is no sense in decreasing tire expenditures at the cost of the equipment generally. Resilient tires are essential and too great a wear must not be permitted. It is our regular practice to remove a tire immediately the rubber has worn to within  $\frac{7}{8}$  in. of the hard base.

In looking back over our records, it is extremely interesting to note that in 1911 our cost per mile for tires was 4.93 cents. From that date on, a steady reduction has been effected. The figure for 1921 was 0.87 cents per mile, and this, of course, includes the use of six tires.

#### Conclusion

As the result of long experience in connection with the design, construction and operation of buses, we are convinced more than ever that trucks or automobiles, modified or unmodified, are absolutely incapable of giving satisfactory and economical service if operated as buses. The tendency today is to employ trucks or automobile chassis as buses, or to attempt to modify their construction, then to re-christen them. This is a dangerous policy from the standpoint of both the builder and the user, and eventually it must surely result in dissatisfaction and disillusionment.

There is another and very important matter: We must not lose sight of the fact that the bus has not made good in some of the localities where it has been tried out. We are constantly confronted with failures such as those at Des Moines, Toledo, Kansas City, and other cities. Such failures, when analyzed, invariably point to the fact that the combination of extemporized equipment, indiscriminate operation, overloading and lack of experience is responsible. But these failures can be avoided, and the automotive industry in its own interest should do all that is possible to guard against such occurrences.

It seems scarcely necessary here to comment upon the splendid achievements of the Society in connection with standardization work in general. Certainly, this has been a controlling influence in the development of the automotive industry. We believe much would be gained if it should now concentrate upon the motorbus. What we have in mind, is the standardization of certain of the main dimensions; for example, front and rear-axle tracks, spring center-to-center distances, frame width, dimension between dash and wheel pocket, seat dimensions, aisle widths, etc., for the various classes of service.

The matter of body design has not been touched upon since this is a subject that, because of its magnitude, must receive separate treatment.



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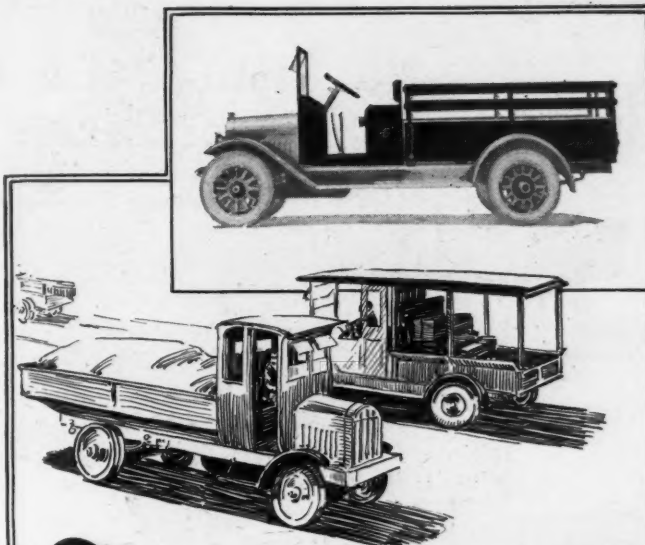
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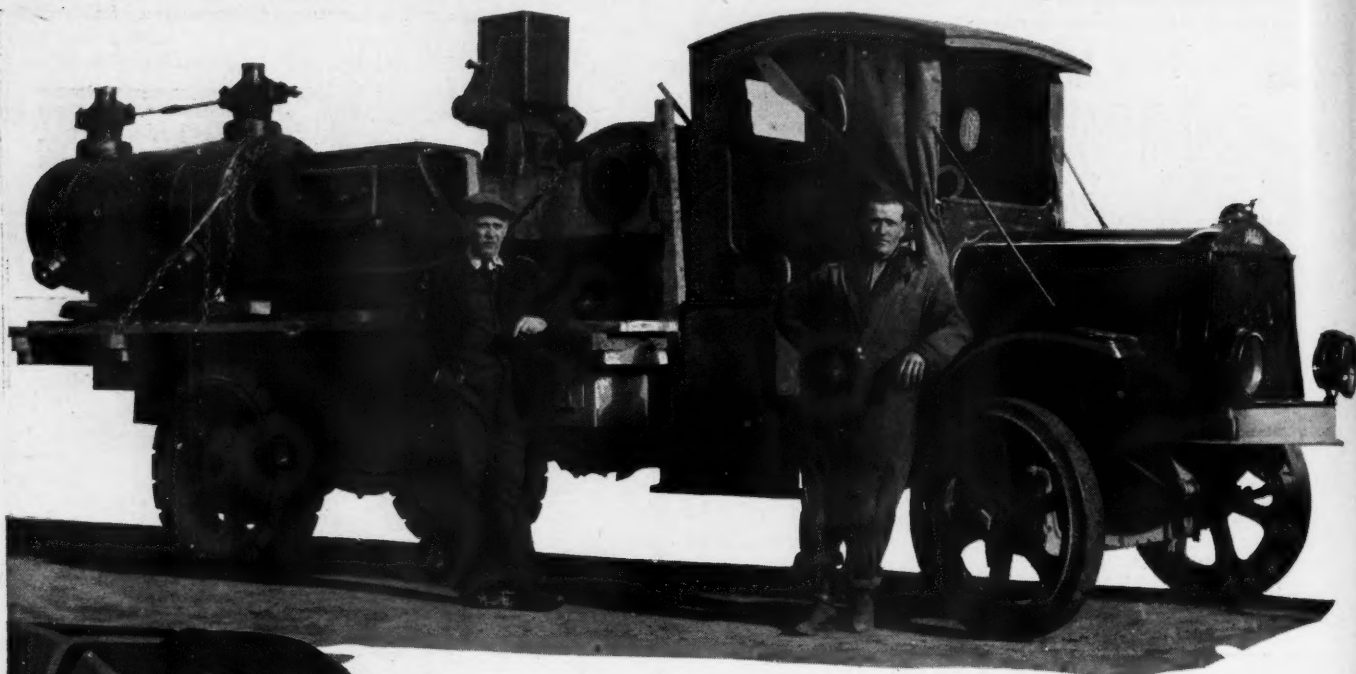
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